Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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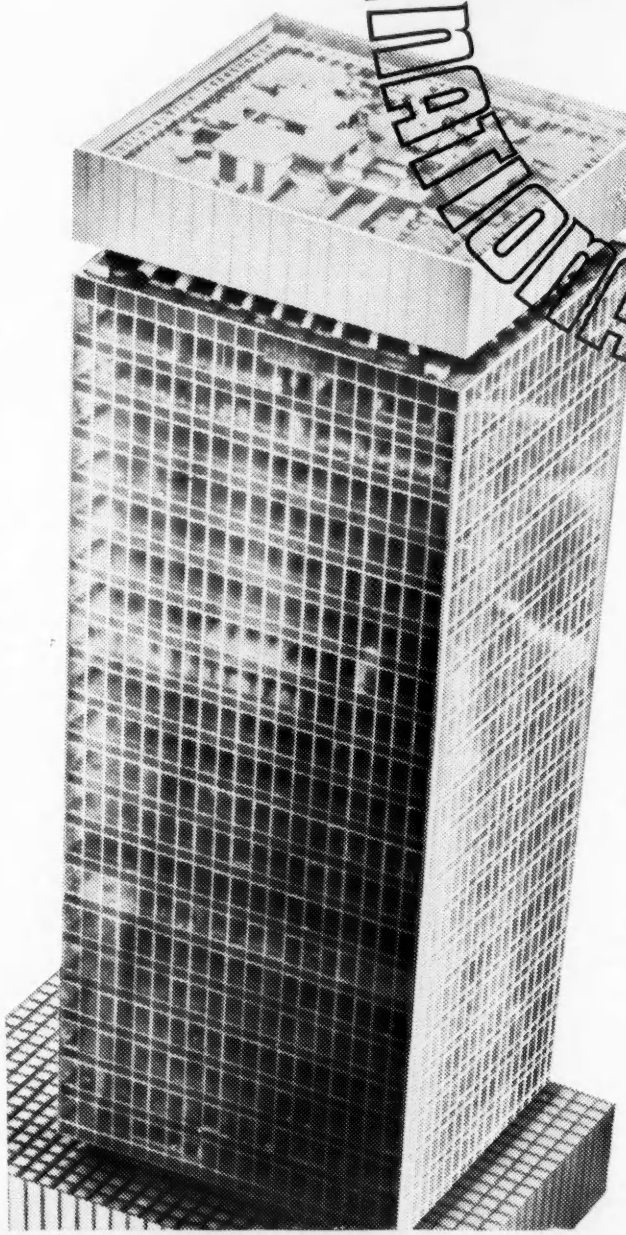

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Trade and Industry

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Front cover photograph

Vanguard Engineering Ltd., the industrial removal company, were recently asked by Nieuwe Rotterdamse Courant – the largest publishing group in Holland – to instal their new American designed, Swedish built, newspaper press. Vanguard – who believe in being completely self supporting – shipped all their heavy lifting equipment to Rotterdam and installed the 200 ton press during a 12 day period.

The photograph shows one of the 20-ton printing units being lifted through the side of the building during the installation. Vanguard have recently received further orders for work in Italy and Holland and are at present negotiating for contracts in America and Nigeria.

Vanguard Engineering Ltd., first traded in 1964 and subsequently formed Vanguard Commercial Removals Ltd., and Viking Industrial and Commercial Removals Ltd. – all three companies now combine to offer a fully comprehensive removal and installation service to British and overseas industry and commerce.

Their recent achievements have included the spectacular movement of the Guardian and Manchester Evening News during a 24 hour period. The complete internal office re-organization of the Greater London Council, County Hall. The removal of Stanley Bridges Ltd. from Battersea to Cramlington and Jeyes Group Ltd., from London to Thetford. Both Thames Television and ITN Ltd., are also included in Vanguard's rapidly growing list of impressive achievements.

The group is planning to extend its activities overseas and is looking forward to continual growth.

Late Announcement

Investment Grant transitional arrangements—registration of contracts

ON OCTOBER 30, 1970, the Minister for Industry announced that firms intending to apply for investment grant in respect of expenditure incurred on or after October 27, 1970 under a contract made on or before October 26, 1970 should send particulars to the Department of Trade and Industry not later than February 28 for registration.

In view of the interruption in postal services, the final date for notifying the Department of particulars of contracts (on Form 1G/31) will be extended beyond February 28. A further announcement will be made about the revised closing date.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	*Last Published*
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	16 Dec. 1970
UK balance of payments (Q)	23 Dec. 1970
Bankruptcy orders (Q)	This week
Business names registered (A)	27 Jan. 1971
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	20 Jan. 1971
Industry's investment intentions (3 times a year)	20 Jan. 1971
Catering trades turnover (M)	This week
Chemicals industry (Q)	This week
Companies:	
Acquisitions and mergers (Q)	10 Feb. 1971
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	This week
Computers:	
UK computer market (Q)	13 Jan. 1971
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment and credit business (M)	10 Feb. 1971
International trade credit (A)	15 April 1970
ECGD businsss (Q)	2 Dec. 1970
Electronics capital equipment deliveries, research and development (Q)	27 Jan. 1971
Engineering and electrical goods: Production, exports and orders (M)	27 Jan. 1971
Film industry:	
British Film Fund Agency returns (M)	10 Feb. 1971
Cinema admissions and takings (M)	6 Jan. 1971
Overseas payments and earnings (A)	23 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	23 Dec. 1970
Footwear industry orders and deliveries (M)	27 Jan. 1971
Foreign trade:	
EFTA trade (Q)	9 Dec. 1970
Industrial countries trade and production (Q)	10 Feb. 1971
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	13 Jan. 1971
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	10 Feb. 1971
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	10 Feb. 1971
Industrial building (Q)	10 Feb. 1971
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	20 Jan. 1971
N. Ireland index (M)	27 Jan. 1971
Wales index (Q)	This week
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book values of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	This week
Machine tools deliveries and orders (Q)	13 Jan. 1971
Man-made fibres:	
Analysis of production (A)	This week
Analysis of production (Q)	This week
Deliveries (Q)	This week
Production (M)	13 Jan. 1971
Volume of production (M)	13 Jan. 1971
Motor industry:	
Car and commercial vehicle production (M)	3 Feb. 1971
Motor trades turnover (M)	13 Jan. 1971
Office development permits (Q)	30 Dec. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	27 Jan. 1971
Retail trades:	
Index nos. (M)	10 Feb. 1971
N. Ireland index (M)	20 Jan. 1971
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	10 Feb. 1971
Nationality of vessels in UK sea-borne trade (A)	10 Feb. 1971
Steel consumption (Q)	23 Dec. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	20 Jan. 1971
Retail (M)	This week
Television:	
Overseas payments and earnings (A)	27 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	27 Jan. 1971
Cotton production (M)	27 Jan. 1971
Hosiery production (M)	27 Jan. 1971
Wholesale houses sales (M)	20 Jan. 1971
Wool exports (Q)	25 Nov. 1970
Wool output (M)	27 Jan. 1971
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	10 Feb. 1971
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	This week

Department of Trade and Industry Organizations, etc.

Subjects	*Last Published*
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	13 Jan. 1971
Customs notices of interest to exporters	10 Feb. 1971
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	20 Jan. 1971
Half-yearly index – Oct.-Dec. 1970	This week
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970
Release dates of economic statistics	20 Jan. 1971

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The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, Ext. 316 or 323 for Imports, or Ext. 314 or 315 for Exports, Telex 99112 CUSEX Southend).

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☐ P28 Refrigerating machinery (Q)
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TRADE WITH CENTRAL AND SOUTH AMERICA – 8

Export prospects in Mexico for the next six years

By D. I. Dunnett, CMG, OBE, Counsellor at the British Embassy, Mexico City

THE NEW PRESIDENT, Licenciado Luis Echeverría, took office in Mexico on December 1, 1970. With him came a new Federal Administration which will remain in office for the next six years.

He has already set in hand new measures with a vigour which suggests that Mexico under his Administration is about to enter yet another dynamic phase of its remarkable economic development. The purpose of this article is to outline the Administration's policies so far as they have been made public indicating the scope they may offer for British commerce.

The main sectors in which action has already been set on foot are:

(i) Sugar. A newly established Commission will reorganize and modernize the whole industry. The political nettle of authorizing the necessary increase in the price of sugar to the consumer has been firmly grasped.

(ii) Forestry. A new Institute will co-ordinate exploitation and conservation, and modifications are being put in hand to the system of tenure of forest land, which has often inhibited systematic forestry hitherto.

(iii) Fishing. The Secretary for Industry and Commerce has added 'Fishing' to his designation, and is forming a new branch of his Ministry to promote it. Mexico has six thousand miles of coast off which lie some of the world's richest fishing grounds, of which Mexico has so far taken little advantage.

(iv) Technological and scientific research. A new National Council for Scientific Research has been established.

The national infrastructure

For these and other measures to bear fruit, improvements in the national infrastructure must be pressed ahead. Exportable surpluses of agricultural produce or fish will require enlarged and modernized port facilities and an expansion of the merchant fleet.

A National Ports Committee, now established under the Presidency, will bring together the views of all the main interests concerned and is expected to set in hand a programme of port development.

An ambitious airport development programme, already under way, is designed to place Mexico second in countries of the world in respect of number of airports. One factor underlying this is the need to promote tourism further as a foreign exchange earner.

The railway network is also to be expanded and modernized, after careful studies, some of which have already been completed, particularly of rapid transit systems to serve the main centres of population. Other problems of modern cities, such as air pollution and waste disposal are also to be tackled.

Industry

As for industry, the public sector is likely to see at least one large project taking shape, i.e. the Las Truchas project on the Pacific coast, of which the President spoke enthusiastically before his inauguration. He also promised support for the development of the mining industry (much of which is in the private sector) and has already, on his visits to outlying regions, given an impulse to new developments such as mining of fluorite. While Mexico's geological resources remain largely unexplored, there are large ascertained deposits of copper, zinc, mercury, bauxite, and many other nonferrous metals, whose exploitation can be expected to develop under this Administration, as well as the well-established mining of iron ore and coal.

Licenciado Luis Echeverría, the new President of Mexico.

The private sector of industry may expect some form of Government direction in investments, and is also being discouraged from incurring indebtedness abroad for local costs. Large projects involving purchases from abroad will be expected to show that the foreign exchange costs will be matched by export earnings or import savings.

At the same time, every encouragement will be given to industry to increase its international competitiveness. There are indications that the degree of protection afforded to industries regarded as feather-bedded at present will be reduced. A newly-established Institute for Foreign Trade will co-ordinate the export drive, which is likely to include various export incentives. Among the industries to be given particular encouragement are petro-chemicals and chemicals, machinery, pulp and paper, and food processing.

Opportunities for United Kingdom commerce

There are therefore opportunities for British exports in the following fields, among others:

Sugar plant
Wood working machinery
Fishing equipment (hulls and engines for fishing vessels will probably be built in Mexico)

(*Continued on page* 311)

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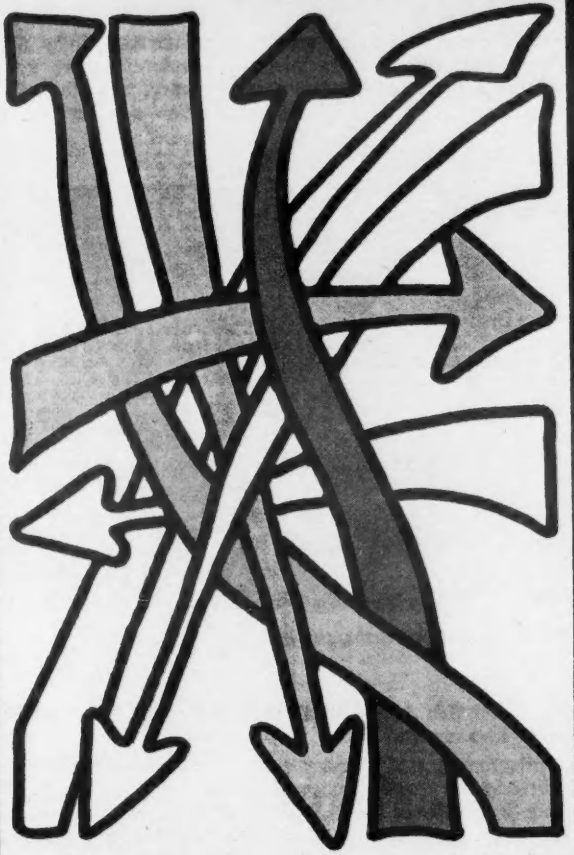

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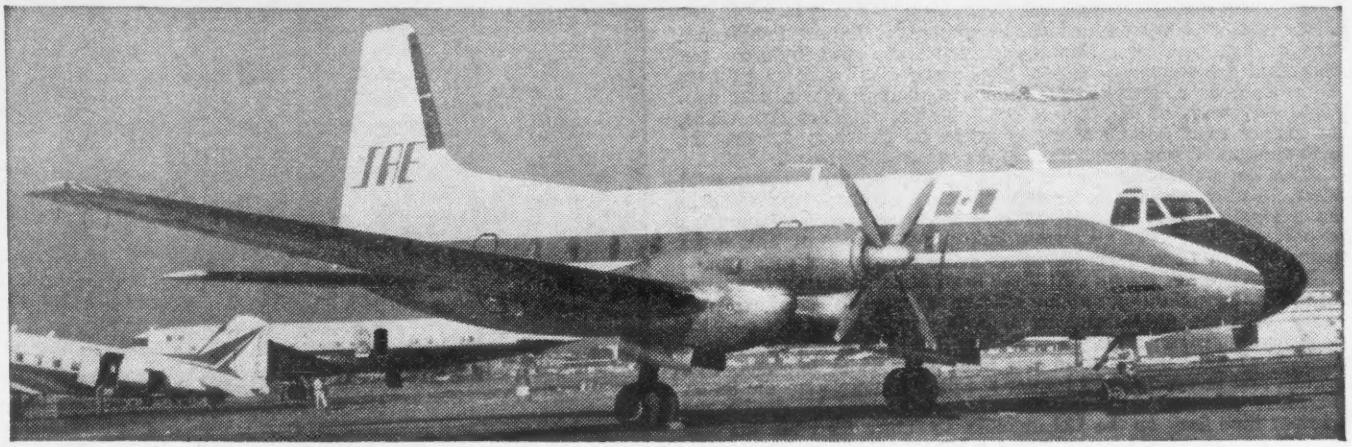
EXPORT PROSPECTS IN MEXICO, *continued*



One of the Hawker Siddeley 748s in service with the Mexican feeder line, SAESA.

Fish packing and fish meal plant
Port equipment and services
Airfield equipment
Specialized railway equipment
Steel plant equipment
Mining machinery
Paper and pulp machinery
Food processing and packaging equipment
Educational equipment, including scientific instruments
Hospital equipment
Chemical plants
Air pollution control equipment.

Market opportunity notes on some of these items and others have been issued to subscribers to the Export Intelligence Service. Two general points should be added:

(i) There should be scope for consultancy and technical services in most of these sectors.

(ii) A great advantage will be enjoyed by firms who are prepared to approach the market by way of joint ventures with Mexican partners and to introduce new technology into Mexico.

Approaching the market

So much for the opportunities which are likely to present themselves. What is being done in 1971 to take advantage of them?

The first major step is a visit by a high-level mission from the London Chamber of Commerce which arrived in Mexico on February 14, led by Mr. Leo Rothschild. The mission will provide the first contact between leading British manufacturers and bankers on one side and the new Mexican Administration on the other. Initiatives are also being taken by other British organizations. The Book Development Council are sending a mission in March to look into the possibility of increasing book sales and offering translation rights for British books; and several other British trade associations and Chambers of Commerce are planning to send missions over the next two years. It is also hoped to arrange visits to the United Kingdom of leading Mexicans in some of the fields indicated.

The Mexican market is not an extension of the United States market. To be successful, a well prepared and supported marketing approach is essential. British firms need to be much more widely represented in Mexico, both as suppliers of equipment and also of the technical know-how that the rapidly growing Mexican industry requires.

Britain's share of the Mexican market has remained in recent years at the disappointing low level of about 3.7 per cent (compared with the 65 per cent enjoyed by the United States, 8 per cent by Germany and 4.5 per cent by Japan).

Already, however, there seems to be some indication of progress: British exports to Mexico during 1970 were about 14.2 per cent higher than in 1969.

Salient points

In conclusion, a few salient facts may bring out the importance of the Mexican market:

- The political and economic stability of Mexico can be taken for granted. There has been uninterrupted government over a period of 40 years by the same political party.
- The economy has grown at an average of at least 6 per cent per year in real terms for the last 20 years.
- Mexico's gross national products was worth £11,143 million in 1968.
- 1969 imports were worth £865 million, of which about 80 per cent was for industry.
- There is no exchange control.
- In 1980 estimated population will be 73 million.
- In 1980 estimated industrial production will be worth £17 billion per year.

Finally, the Commercial Department of the British Embassy in Mexico City is glad to offer its services to any British firm addressing itself to the Mexican market.

Previous articles in this series have been: 'Costa Rica: small but rich in opportunities' (October 28 issue); 'Peru: the changing economy' (November 11); 'The Venezuelan economy and Anglo-Venezuelan trade' (December 2); 'Panama: The right time to tackle a promising market' (December 16); 'Brazil: one of the world's most exciting and varied markets' (December 30); 'El Salvador: The little giant' (January 13); 'Bolivia: low in the league table but high in potential' (January 27).

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Relaxed subscription terms for Export Intelligence Service

SINCE THE INTRODUCTION of the computerized Export Intelligence Service last June the Department of Trade and Industry has increased the volume of export intelligence distributed to industry by a third as compared with the corresponding rate a year ago. This was revealed by Mr. Michael Noble, Minister for Trade, in answer to a Parliamentary Question on February 8, when he also announced some relaxation of the subscription terms.

'The Export Intelligence Service' he said 'has made a successful start. It now has a membership of some 4,800, of whom 1,200 have enrolled since its start in June 1970. It is now distributing export intelligence at an annual rate of 42,000 items. This is an increase of a third over the corresponding rate of a year ago.

'Experience has shown that there is an anomaly in the treatment of subscribers with specialized interests as opposed to those with wider interests. All subscribers have to pay a £25 deposit which is at present valid for only 12 months. This time limit affects those with specialized interests but not those with wider interests. This means that in practice the former are paying more than the latter. In order to remove this anomaly I have decided to abolish the current time limit on the £25 deposits. In future therefore the cost to all subscribers will be 1s. (5p) per item. This change will apply to existing subscribers to the Service as well as to new subscribers'.

Note:

Under the present arrangements the subscription charge of £25 is renewable either at the end of 12 months or when 500 items of information have been received, whichever is the sooner. Under the new arrangements the £25 subscription fee will expire on receipt of 500 items of information irrespective of the period within which these items are received.

ECGD backing for export contracts

EXPANSION OF THE BAHRAIN SMELTER PLANT

THE EXPORT Credits Guarantee Department has signed a Financial Guarantee covering the financing of a further contract gained by British Smelter Constructions Ltd., a partnership between three companies – George Wimpey & Co., Amari and John Brown Engineering (Clydebank) Ltd. – for the supply and construction of additional facilities for the aluminium smelter complex at Bahrain.

This £23 million contract between British Smelter Constructions and Aluminium Bahrain (ALBA) follows a £30 million contract, awarded to the British consortium in 1969, for the initial construction of the aluminium smelter complex and its various offshore facilities. Under this latest contract British Smelter Constructions will construct a fourth pot room, extension to the power station and other additional facilities.

It is expected that the additional plant, which is scheduled to be completed in about 2½ years, will increase the present capacity of the plant by about 30,000 metric tons.

A loan of £18.4 million, to finance 80 per cent of the contract value, is being made available by Williams & Glyn's Bank Ltd., who are acting on behalf of a syndicate of London clearing and Scottish banks comprising themselves, Bank of Scotland, Barclays Bank Ltd., and National Westminster Bank Ltd. The loan is repayable over a period of 12 years with the first instalment due at the end of January 1973.

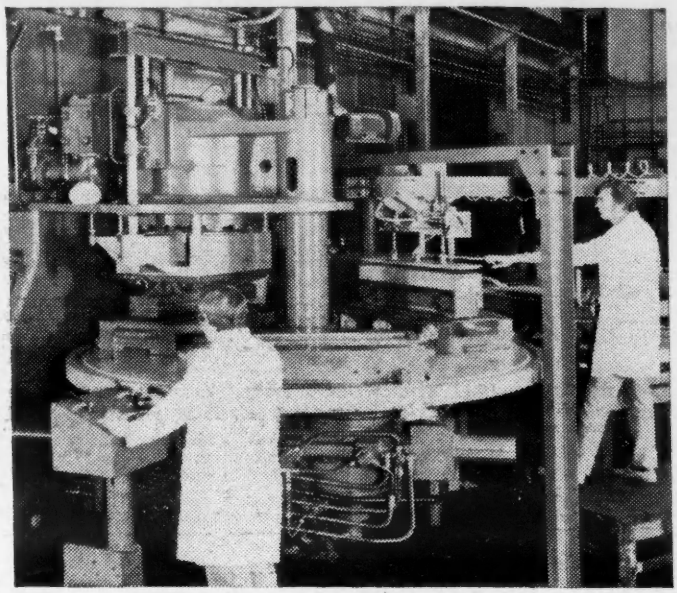
EFTA removes more non tariff barriers to trade

DETAILS OF RECENT EFTA agreements to remove barriers to trade in pressure vessels and ships equipment are given in the January-February issue of *EFTA Bulletin*. The new arrangement provides for reciprocal recognition of tests and inspections carried out on pressure vessels – ranging from aerosol cans to petro-chemical equipment, and on ships' equipment – covering all kinds of life saving and fire fighting appliances for use on ships. These agreements form part of a continuing work programme to help EFTA exporters by the elimination of non-tariff barriers to trade. An important provision of the new schemes is that they are open to participation by authorities in non-EFTA countries.

The latest Bulletin also features a series of articles outlining the position of the six non-candidate EFTA countries in relation to the EEC. Developments in the EEC negotiations up to the end of 1970 are described in the regular EFTA Diary of the EEC negotiations.

Other articles analyse EFTA trade in the first nine months of 1970 and discuss the development of EFTA trade with the United States.

Copies of the EFTA agreements to remove non-tariff barriers to trade in pressure vessels and ships equipment and the January-February issue of *EFTA Bulletin* are available free of charge from the EFTA Information Centre, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).



Fielding and Platt Ltd., a leading British manufacturer of heavy hydraulic presses and a member of Redman Heenan International have during recent years been directing their attention increasingly toward export markets. The photograph shows a typical Fielding 400-ton three-mould machine, equipped for kerb production and fitted with take off and edge stacking gear for both kerbs and slabs, undergoing routine tests at Gloucester before delivery to France. Similar presses have been supplied to the United States, Canada, Australia, South Africa, Germany, Holland, Sweden, Poland, Romania and the Trucial States.

Property bonds to be considered by departmental committee

A DEPARTMENTAL COMMITTEE on property bonds and related matters has been appointed by Mr. John Davies, Secretary of State for Trade and Industry. This was announced by Mr. Davies on February 10, in answer to a Parliamentary question. 'The committee,' he said, 'will have the following terms of reference:

> To consider the working of the Insurance Companies Acts 1958-1967, and of the Prevention of Fraud (Investments) Act 1958, in so far as the latter is relevant, in the light of life assurance schemes involving the issue of equity-linked policies, unit-linked policies, property bonds and similar schemes, and to advise on the adequacy of the protection afforded by these Acts to policyholders in these schemes.

'I am glad to announce that Sir Hilary Scott, a former president of the Law Society, has agreed to serve as chairman of the committee. I will announce the names of the other members of the committee in due course'.

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obained free of charge from the Department of Trade and Industry EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel: 01-222 7877, Ext. 2479/80).

Time limit for acceptance of applications for investment grant

ANSWERING A QUESTION in the House of Commons on February 12, on a time limit for the acceptance of applications for investment grant, Sir John Eden, Minister for Industry, said:

'I intend that no grant shall be made on expenditure incurred before January 1, 1969 unless an application, containing such information and in such form as I require, is made before January 1, 1972. Thereafter for a period I intend to maintain the three-year interval quarter by quarter so that, for example, applications in respect of expenditure incurred between January 1, 1969 and April 1, 1969 would have to be made before April 1, 1972. In the light of experience, I shall consider whether it would be right to shorten the interval between the incurring of expenditure and the latest date for making application. I shall, however, give due notice to industry of any such change.

'I am considering whether these arrangements should be embodied in legislation.'

Notes:

Under the Industrial Development Act 1966, the Department of Trade and Industry may make investment grants towards capital expenditure incurred on new machinery or plant for use in the qualifying processes of manufacture, ship repairing, construction and mining. Grant is also made on expenditure on mining works, on computers for general business purposes and on ships and hovercraft provided for use by British shipowners. The standard rate of grant is 20 per cent of the capital expenditure and 40 per cent on assets for use in development areas.

During the financial year ending March 31, 1970 payments of investment grant totalled £586.7 million.

The White Paper on Investment Incentives (Cmnd. 4516) published on October 27, 1970 announced the Government's decision to replace investment grants with tax allowances and reductions to help promote the conditions likely to stimulate higher investment. Paragraph 4 stated that 'The Government's policy will be not to pay investment grants in respect of expenditure incurred on or after October 27, 1970 unless the applicant satisfies the Secretary of State for Trade and Industry that it consists of a sum payable to another person under a contract made with him on or before October 26, 1970.' Legislation to implement these arrangements will be introduced as soon as possible.

Under present arrangements:

(a) Application for investment grant, which must be certified by an independent qualified accountant, may be made six months after the end of the quarter in which the expenditure was incurred;

(b) Investment grants are payable quarterly on average 12 months after the applicant has incurred expenditure.

There is at present no time limit imposed on the receipt of applications for investment grant. In their first report on the Winter Supplementary Estimates for 1968/69, the Select Committee on Estimates commented on the absence of such a time limit.

Application for investment grants are still being received by the Department in respect of expenditure incurred as far back as 1966. The object of the arrangements referred to in the answer is that there should be no payment of grant in respect of expenditure incurred in 1966, 1967 and 1968 unless the applications are received before the end of the current year.

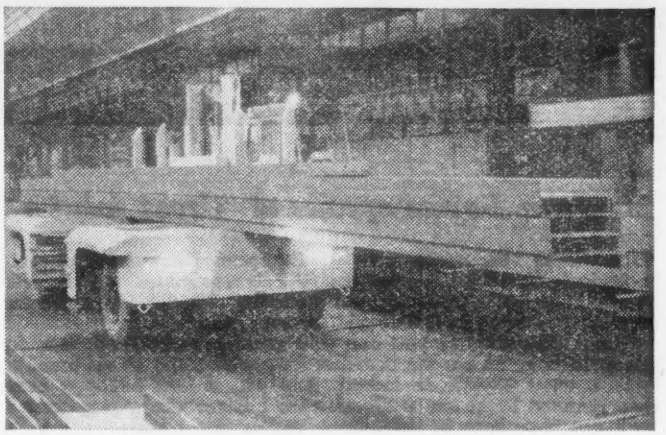
The Minister's reply gives ample notice to industry of the cut-off date in relation to expenditure incurred before January 1, 1969. If firms have not already prepared their applications on expenditure incurred up to the end of 1968, they still have almost a year in which to do so.

Application for anti-dumping duties on certain imports of wood chipboard

THE DEPARTMENT of Trade and Industry is considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act, 1969, on wood chipboard imported from Finland, Norway, Sweden, Portugal and the Irish Republic. This application may be extended to include other countries exporting wood chipboard to the United Kingdom at prices which appear to be dumped.

A statement of the applicants' claim will be supplied to interested parties who give an undertaking to treat the information in strict confidence. Any representations in connection with this application, other than from the foreign suppliers with whom special arrangements will be made, should be submitted in writing not later than March 15, 1971. Such representations, in summarized form and without attribution to the source may be passed to the applicants for comment. Those making the representations should stipulate any particular matters which they do not wish to be disclosed.

Requests for copies of the statement, together with an undertaking in the terms set out above, should be sent in writing to Tariff Division, Department of Trade and Industry, Room 107, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.



Picture shows a Lancer 2500 Series GP sideloader. Two similar machines have already been delivered to Norway by British manufacturers Lancer Boss Ltd., and a third is on its way there, bringing the total value of the order to approximately £85,000. The three trucks, each capable of handling loads up to 100 ft. long and weighing up to 25 tons, are to operate at a major steelworks at Mo i Rana, right on the Arctic Circle.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the following patents were endorsed 'Licences of Right' on the date specified:

Number	Grantee	Subject-Matter
	February 1, 1971	
934,381	Boots Pure Drug Company Ltd.	Omega-halo-omega-nitrostyrenes and fungicidal compositions containing them
1,126,484	Coal Industry (Patents) Ltd.	Screening apparatus having an electrically heated screen
1,182,772	Coal Industry (Patents) Ltd.	Air filters
	February 8, 1971	
841,582	Standard Telephones & Cables Ltd.	Electrical phase discriminators and algebraic multipliers.
1,116,328	Standard Telephones & Cables Ltd.	Solid electrolytic capacitors.
1,156,334	Standard Telephones & Cables Ltd.	An electromechanical filter.
1,167,764	International Standard Electric Corporation	Telephone exchange.
1,170,331	International Standard Electric Corporation	Telephone exchange.
1,171,833	International Standard Electric Corporation	Telephone exchange.
1,171,984	International Standard Electric Corporation	Telephone exchange.
1,172,166	International Standard Electric Corporation	Telephone exchange.
1,185,534	Sopem Societe d'Outellage de Precision et d'Emboutissage de Metaux	A method of forming receptacles.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patent Office.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). The department has 20 local offices in various parts of the United Kingdom.

Aviation and Shipping

Mr John Davies speaks of 'Great joint achievements possible in field of aero-engines'

DISCUSSING THE IMPORTANCE of European industrial and technological collaboration at the WEU committee on Science, Technology and Aerospace, on February 10, Mr. John Davies, Secretary of State for Trade and Industry, said:

'Last week was, as you can well imagine, a traumatic one for us in Britain. To see the proudest industrial name of all humbled was a bitter experience indeed. And yet, if that unhappy event has rammed home the truth of what I have been saying, then it will not have been in vain. Here, in the field of aero-engines, as in many other of the areas of technology to which I have referred there are yet great joint achievements possible. Rolls-Royce on its national base has found its resources exceeded in seeking to bring to perfection a world-scale project. That experience, sobering as it is, in no way invalidates the immense fund of technical skill embodied in the company: the wide experience of development manufacture and service of sophisticated aero-engines: the capacity to evolve still further in the new dimensions and techniques of powering air travel. It is these assets and capacities the government has moved in so swiftly to sustain and it is these assets and capacities that, to-day no less than three months ago, constitute a vital element in the conservation of the continent's front-running potential in this field.'

Yarrow (Shipbuilders) Ltd and Upper Clyde Shipbuilders Ltd

THE FOLLOWING statement was made in the House of Commons on February 11 by Mr. John Davies, Secretary of State for Trade and Industry:

'Yarrow (Shipbuilders) Ltd. is a subsidiary of Upper Clyde Shipbuilders Ltd. – (UCS) – in that the latter holds 51 per cent of the former's share capital. It has long been the intention of the parties concerned to bring about the separation of Yarrow (Shipbuilders) from UCS and arrangements now made enable this to be done. The 51 per cent shareholding in Yarrow (Shipbuilders) owned by UCS is now being acquired by Yarrow & Company Ltd. which thus becomes the 100 per cent shareholder. In this way Yarrow (Shipbuilders) becomes independent of UCS.

'Yarrow (Shipbuilders) is predominantly a naval yard with a long tradition of building excellent warships for the Royal Navy and overseas governments. Both Yarrow (Shipbuilders) and UCS have encountered difficulties in recent years and both face problems of serious cash deficiency. In view of the importance of Yarrow (Shipbuilders) for the present orders and future programme of the Royal Navy, it has been decided that the Ministry of Defence should make a loan to Yarrow (Shipbuilders) (on terms to be agreed) towards meeting the company's requirements for working capital. These are at present estimated at a maximum of about £4½ million during the next three years. This facility should enable Yarrow (Shipbuilders) to maintain its programme and to regain profitability.

'UCS is strengthening its own financial position further with the help of shipowners for whom it is building, and it is confident of its ability to achieve a viable future. It is proposing a capital reconstruction to reflect the realities of its balance sheet. Precise details remain to be worked out but the intention is that the Government for its part would agree to a substantial writing down of equity and a writing down and conversion of fixed interest public loans into a smaller equity holding. The aim would be to maintain a total public holding of some 48 per cent of the UCS voting equity but with an increased dividend entitlement after the capital reconstruction. No new public funds are to be provided to UCS.

'A suplementary estimate will be submitted to the House in due course.'

Public inquiry into SS 'Mactra' explosion

THE PUBLIC FORMAL investigation ordered into the explosion, with the loss of two lives, which occurred on the SS Mactra on December 29, 1969, will open at 10.30 a.m. on October 11, 1971, at Church House, Deans Yard, London, S.W.1.

Pollution at Heathrow well below factory limits

LESS AIR POLLUTION is caused by Heathrow Airport, London, than would be generated in an average urban development covering the same area.

This was stated in the House of Commons on February 9 by Mr. Michael Noble, Minister of Trade, in reply to a question about pollution measurement tests carried out at the airport last year. The Minister added that a summary report of the findings had been placed in the Library of the House.

According to the summary report, tests carried out by the Warren Spring Laboratory revealed that, far from adding significantly to the pollution levels in adjacent areas, the airport actually diluted levels in the surrounding districts.

The tests were carried out between June and September last year at four sites where urban and road traffic pollution could be separated as far as possible from pollution from the runways and central airport area. From these tests, the report concluded that concentrations of carbon monoxide arising from air traffic movements compared favourably with a typical busy street and with road traffic emissions at the airport. Concentrations of oxides of nitrogen at the perimeter of Heathrow were lower than typical values found in Central London; and even at a site close to the runway and in the path of jet exhaust plumes they were not higher than maximum values recorded in London and were 'well below the threshold limits recommended for factory atmospheres.'

Summing up, the report stated: 'It therefore appears that, far from adding significantly to the pollution levels in adjacent areas, the airport dilutes pollution from surrounding districts and reduces concentrations of pollutants below the levels which might be expected if an average urban development took its place.'

Southend-Rotterdam air service application to be reheard

THE DEPARTMENT of Trade and Industry has directed the Air Transport Licensing Board (ATLB) to rehear an application by British Air Ferries Ltd. to vary the conditions of their air service licence on the Southend-Rotterdam route. The decision is based on the grounds that circumstances had changed since the ATLB hearing in July 1970 – in particular the other United Kingdom operator on the route, Channel Airways Ltd., had applied to the ATLB for the relaxation of some of the restrictions on their licence. The Commissioner who heard the appeal against the ATLB refusal recommended that the appeal be allowed.

British Air Ferries had applied to vary their licence by increasing the limit on the number of passengers unaccompanied by cars, by adding new aircraft types and by removing the stipulation that aircraft must be equipped to carry vehicles.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, FEBRUARY 5

Grant-aided research associations

Mr. Michael Noble, Minister for Trade, was asked to list those industrial research associations currently in receipt of Government grants; and the amount of each grant. Mr. Noble gave the following information:

Research Association	Grant (£)	Research Association	Grant (£)
Brush	5,857	Motor	104,792
Cast iron	142,657	Commonwealth Mycological Institute	12,776
Ceramic	113,160	Non-ferrous metals	94,491
Coke	60,895	Paint	31,164
CIRIA	257,200	Pira	111,888
Cotton	103,740	Production engineering	197,050
Cutlery	16,397	Rubber and plastics	109,373
Drop forging	29,159	Scottish textile	30,710
Electrical	144,309	Sira Institute	231,382
Flour milling and baking	86,604	Ship	381,520
Food	92,710	Shoe	47,431
Fruit and vegetable	30,826	Spring	10,929
Furniture	57,970	Steel castings	70,719
Glass	48,620	Tar	34,535
Heating and ventilating	24,299	Timber	79,977
Hosiery	48,212	Water	80,340
Hydromechanics	41,032	Welding Institute	356,352
Industrial biology	124,825	Welwyn Hall	33,473
Industrial psychology	39,124	Wool	108,622
Lace	9,250	SCCTR*	15,581
Lambeg industrial	33,314		
Launderers	55,728	* Standing Consultative	
Leather	55,021	Conference on Textile	
Machine tool	82,842	Research.	

MONDAY, FEBRUARY 8

Development of Tourism Act

Mr. Noble was asked, if, in view of the enforced 28-day delay in all litigation due to the Post Office strike, he would make a statement with regard to an extension by the same period of the March 31 deadline for applications under the Development of Tourism Act. He said: 'The Act requires that, to be eligible for grant or loan, the relevant work must have been begun not later than March 31, 1971 and completed by March 31, 1973. Applications for grant or loan may be made at any time up to and including the latter date.'

Gas and electricity prices

Sir John Eden, Minister for Industry, was asked to make a statement about the progress of his discussions with local authorities and other interested bodies on the possibility of an improved scheme for the legal enforcement of the maximum resale prices of both gas and electricity. Sir John said: 'These discussions have disclosed a number of practical difficulties, but I am hopeful that it will be possible to settle on an improved scheme.'

Check trading

Answering a request for a statement on his policy towards check trading, Sir John Eden said that this was one of the matters covered by the Committee on Consumer Credit whose Report was received recently and was now being studied.

Trade Descriptions Act

In reply to a question on the number of retailers prosecuted for offences under the Trade Descriptions Act 1968; and of those prosecuted, how many were found guilty, Sir John Eden said that by the end of last year local weights and measures authorities had notified the Department of 1,981 cases brought to court under the Trade Descriptions Act, in 1,744 of which the defendants were convicted on one or more counts. These notifications did not always identify the precise nature of the defendants' business, but it was clear that the vast majority supplied goods or services direct to the public.

Restrictive trade legislation

'During my visit to Washington last month, I reaffirmed our opposition to restrictive trade legislation,' said Mr. Noble in reply to questions.

Restrictive trade practices

Asked when he hoped to be in a position to announce his proposals for introducing legislation to amend existing restrictive trade practices legislation, Mr. John Davies, Secretary of State for Trade and Industry, replied that the review of existing legislation was still in progress. Until it was completed, it would not be possible to say what amending legislation was desirable and practicable.

UNCTAD

Answering questions on the Department of Trade and Industry's plans for implementing the United Nations Committee on Trade and Industry agreements on generalized preferences for developing countries, Mr. Noble said: 'We expect to introduce enabling legislation during this Session. There will be no White Paper but an account of our proposals and those of other countries will be given shortly in *Trade and Industry*.'

Mr. Noble was also asked what additional countries would have the right to send duty-free leather gloves into the United Kingdom as a result of the United National Conference on Trade and Development generalized preference scheme recently agreed to by the British Government; and what steps were being taken to safeguard the leather glove industry in the south-west. Mr. Noble replied that the question of which countries should benefit from UNCTAD preferences was under discussion between the industrialized countries. He continued: 'We have reserved under our scheme the right to withdraw a product from preference if it results in such increased imports and under such conditions as cause or threaten serious injury to domestic producers.'

Trade with the USSR

The following information was given by Mr. Noble in reply to a question on trade with the USSR:

United Kingdom trade with the Soviet Union

£ million

	1965	1966	1967	1968	1969	1970
United Kingdom imports cif	119	125	123	158	196	220
United Kingdom exports fob	47	50	64	105	95	102

Details of this trade are published in Volume IV of the Annual Statement of Trade of the United Kingdom for the years 1965 to 1969 and in the December issue of Overseas Trade Statistics for the year 1970.

Soviet Union exports to the Commonwealth and the Sterling Area

£ million fob

Exports to:	1965	1966	1967	1968	1969
Commonwealth	215	225	211	273	293
Sterling Area	219	229	214	280	305
Selected commodities:					
Commonwealth					
Machines and equipment	63·9	47·4	54·4	72·8	64·6
Crude oil, oil products, synthetic liquid fuel	16·1	14·9	9·4	7·1	7·7
Ferrous metals	8·8	9·2	6·7	9·4	10·6
Non-ferrous metals	16·3	19·4	10·9	16·7	5·3
Chemicals	1·3	2·3	3·5	4·2	3·5
Timber, pulp and paper articles	45·8	43·0	36·6	43·8	42·0
Grain	—	—	1·1	6·0	10·5
Other	62·9	88·7	88·7	112·9	148·5
Total	215·1	224·9	211·3	272·9	292·7
Sterling Area					
Machines and equipment	65·2	48·2	55·5	76·7	69·1
Crude oil, oil products, synthetic liquid fuel	18·7	17·9	13·1	11·8	11·2
Ferrous metals	9·6	10·7	8·9	11·2	13·8
Non-ferrous metals	16·3	19·2	11·0	16·6	5·3
Chemicals	1·3	2·3	3·5	4·2	3·5
Timber, pulp and paper articles	46·5	43·7	37·0	44·6	42·5
Grain	—	—	1·2	6·0	10·8
Other	61·5	87·0	83·5	109·1	148·5
Total	219·1	229·0	213·7	280·2	304·7

Note: These figures have been extracted from the official trade statistics of the Soviet Union which provide some further commodity detail. The statistics do not identify trade with a number of the smaller Commonwealth and sterling area countries and the figures given above may not be wholly complete. Values have been converted from roubles at the official exchange rate. Figures for 1970 are not yet available.

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

BACIE

A Member asked Mr. Noble when he intended to continue the provision of public funds to the British Association for Commercial and Industrial Education, for industrial exchanges for young people to work and study abroad; and whether he would increase this assistance. 'We intend to provide BACIE with funds during 1971/72 for a pilot scheme for the exchange of industrial and commercial trainees between this country and France and Germany,' answered Mr. Noble. 'If the scheme is successful additional funds for its expansion should be available in 1972/73.'

Exports of British cars

In answer to a question on the exports of British cars to the European Economic Community countries in 1968, 1969 and 1970, respectively, Sir John Eden said that exports of assembled and unassembled cars in these years were 145,000, 152,000 and 143,000, valued at £45 million, £47 million and £48 million respectively. These figures excluded parts exported for assembly abroad.

Exports to the sterling area

Mr. Noble was asked what proportion of British exports in 1970 went to the sterling area, excluding sterling countries in Europe, western Europe as a whole, the European Free Trade Association countries, and the European Economic Community, respectively. He answered: '22, 47, 16 and 22 per cent respectively.'

Effect of British membership of EEC on Indian economy

Mr. Noble was asked what assessment was being made in his department of the effect of Great Britain's entry into the Common Market on the economy of India. He said: 'We cannot make a reliable estimate of the effect which British entry into the EEC would have on the Indian economy. However, as my right hon. Friend the Chancellor of the Duchy of Lancaster informed the House on February 4, it was agreed at the Ministerial Meeting in Brussels last week that the enlarged Community would be ready to examine any problems which arose for Asian Commonwealth countries in the field of trade with a view to reaching appropriate solutions.'

British firms and European markets

A Member asked what steps Her Majesty's Government were taking to encourage British industry to meet the challenge of British membership of the European Economic Community, in view of the opportunities that would flow from such membership. Mr. Davies replied that the full range of export services provided by the Department of Trade and Industry was at the disposal of the growing number of British firms interested in European markets. 'My colleagues and I also take every occasion to draw the attention of British industry to the opportunities which our entry would present and will continue to do so.' he said.

Exports to EEC

Answering questions on the growth, since 1958, of United Kingdom exports to the European Economic Community, Mr. Noble said that United Kingdom exports to the European Economic Community measured by their dollar value grew by 9½ per cent per annum between 1958 and 1969, and by 15 per cent in 1970. EEC intra-trade similarly measured increased by 16½ per cent per annum between 1958 and 1969 and by 20 per cent between the first nine months of 1969 and 1970.

Trade expansion in Western Europe

References were made to a forecast in the United Nations Economic Commission for Europe report of October 1970 as regards trade expansion in western Europe if the Community was enlarged. Replying to questions Mr. Noble said that the *Economic Bulletin for Europe*, Volume 22, Number 1 of last October provided no such forecasts, but it did comment that an enlargement of the European Economic Communities would give a new impetus to trade expansion. 'I share this view,' added Mr. Noble.

Storage of crude oil

Asked what was the capital cost of storing one week's supply of crude oil at current rates of consumption Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry, said that within the range £20 to £35 million depending on the type of crude oil and the method of storage used.

Exports by oil producing countries

The following statement was made by Mr. Davies in reply to a question on the oil situation following the threat of a total ban on exports by the oil producing countries.

'The Organization of Petroleum Exporting Countries has resolved that in the absence of an agreement with the oil companies on increased revenues each member country exporting oil from Gulf terminals shall introduce on February 15 legal and legislative measures to implement the producing countries objectives. In the event that any oil company fails to comply with these measures within 7 days of their adoption in the countries concerned nine OPEC members have resolved to take measures including a total embargo on shipments by such company.

'Discussions between the Gulf countries and the oil companies are continuing. I am being kept closely informed about the developing situation and I am sure that the Right Hon. Gentleman will not wish me to prejudice the position by additional comment at this time.'

In reply to a further inquiry, Mr. Davies said that the arrangements made by the leading oil companies for obtaining supplies should be sufficient to meet their commitments this winter.

Trade with Romania

A Member asked why oil from Romania was not included in the counter trade arrangements linked with an irrigation contract which had been placed in the United Kingdom by Romania. Mr. Noble said: 'For reasons which I am sure are known to my hon. Friend imports of Romanian oil into the United Kingdom are not allowed at present. Firms who negotiate compensation trade contracts with Romanian organizations are free to include purchases of oil for sale in other countries but this is a matter for them.'

United Kingdom/USSR Joint Commission on Trade and Technology

Mr. Davies was asked whether he was now in a position to make a statement on the recent trade, technological, and scientific exchanges with the Union of Soviet Socialist Republics, following the visit of a Soviet delegation to this country in January; and if he would indicate the likely timing and nature of future meetings arising from this. He said: 'I presided at the first session of the UK/USSR Joint Commission on Trade and Technology which met in London from January 12 to 15, 1971. The main purpose of the Commission was to review the Inter-Governmental Agreement of 1969, and to discuss projects of interest to the two countries.

'The discussions were friendly and useful and I agreed with Mr. Kirillin and his colleagues that the second session should be held in Moscow at a date to be fixed. I am placing a copy of the Terms of Reference of the Commission and of the Communique issued on its conclusion in the Library of the House.'

Imports of horticultural produce

Mr. Noble was asked whether, in view of the adverse effects on the United Kingdom horticultural industry in the past, he would give an assurance that, in any future agreements with individual foreign countries involving the importing of a number of crops on a weight basis over a period of time, his department would insist that the exporting country take up options on all the crops listed in the agreement and that the importing of these crops was phased over the whole period.

'No, Sir,' answered Mr. Noble, 'I assume that my hon. Friend is referring to imports of horticultural produce from Eastern Europe of which a wide range are already subject to quantitative and seasonal restrictions. The volume of this trade is extremely small and I do not consider that more elaborate arrangements are called for.

Trade with Eastern Europe

In reply to a Member who asked what steps were being taken to stimulate and expand Great Britain's trade with Eastern Europe, in the light of West Germany's improved relations with Poland and the USSR, Mr. Noble said: 'The Government will continue to offer the full range of export services to all British exporters, on whom responsibility for the expansion of trade with Eastern Europe chiefly depends.'

Imports of cotton textiles

A request was made for a statement of the Government's policy on imports of cotton textiles. Mr. Noble said: 'As announced in the House on July 22, 1969, a tariff is to be introduced on cotton yarn and woven cotton textiles from the Commonwealth Preference Area on January 1, 1972. The present system of quota controls will then be terminated. Work is proceeding on the implementation of this decision, which the present Government has endorsed.'

Trade with New Zealand

Asked what proportion of New Zealand's exports came to Great Britain in 1939, 1958 and 1970, Mr. Noble said: '80 per cent, 57 per cent and – in the year ended September 1970 – 37 per cent.'

Trade with Australia

Asked what proportion of Australian exports came to, and imports came from, Great Britain in 1960 and 1970, Mr. Noble said that the proportion of exports was 24 per cent in 1960 and 11 per cent in the year ended October 1970; for imports, the corresponding proportions were 33 per cent and 20 per cent.

Use of computers

Sir John Eden was asked what use he was making of computers in the handling of financial matters concerning investment grants and other public assistance to industry; and what arrangements had been made to preserve the privacy and confidentiality of this information. Sir John replied that a computer was used to prepare statistical analysis in these areas. No one other than those immediately concerned within the Department had access to the computer records and no information was published which could lead to the identification of individual cases.

Research associations

A Member inquired what was the value of sponsored or contract research placed in 1969-70 with each research association for which the Secretary of State for Trade and Industry was responsible by industry, and other outside agencies, respectively, and in total expressed as percentage of all income; and how this compared with each of the five previous years.

Sir John Eden replied: 'The precise information is not available since the returns made to the Department of Trade and Industry cover all kinds of repayment work including in addition to individually sponsored research, testing, advisory work and training courses. However, the total value of such work carried out by the Research Associations now receiving grant

from DTI was £799,516 (of which £664,732 was from United Kingdom industry and £134,784 from other non-Government organizations) in 1964, and £1,944,394 (of which £1,726,133 was from United Kingdom industry and £218,261 from other non-Government organizations) in 1969. These totals represent 8.7 per cent and 13.5 per cent of the total gross incomes of all the DTI Research Associations in 1964 and 1969 respectively. In 1969 the value of repayment work of this kind exceeded 10 per cent of a Research Association's total income in 11 cases.'

Working Group on Migration

A question was asked on recommendations of the Report of the Working Group on Migration. Mr. Ridley replied: 'Our policies for improving opportunities and incentives in industry will encourage young people to follow careers in this country. In addition the Department assists in measures to recruit engineers, technologists and scientists in North America for British industry.'

Regional policy

Mr. Davies was asked several questions on his review of regional policy. He answered: 'Statements about the Government's regional policy review will be made shortly. The Government is taking full account of the views expressed by a wide range of organizations.'

Valuation of shares of public corporations

Mr. Davies was asked if he would publish a White Paper on the methods of valuation of the shares and/or assets of public corporations which he was considering transferring to private enterprise. He answered: 'No, Sir. But I shall, of course, see that the House is properly informed about any sales that engage my responsibilities.'

Monopolies Commission

Mr. Davies was asked when he intended to refer the pricing policy of a nationalized industry to the Monopolies Commission. He said: 'As I told the House on December 17, I shall be ready to seek information and assistance from the Commission on the operations of the nationalized industries, in appropriate cases. But I have no present plans to do so in respect of their pricing policy.'

Industrial investment

Asked what action he was taking to improve the level of industrial investment, Mr. Davies said: 'We are seeking to improve the climate for growth and investment in the long term by reducing taxation, providing tax allowances for investment and curbing wage inflation. Substantial additional incentives are available in the Development Areas.'

Industrial investment

Answering a Member who asked what further estimate he had made of the level of industrial investment in the first quarter of 1971, Mr. Davies said that information about investment intentions was collected only for calendar years and not for quarters. Statistics of actual investment would be collected only after the quarter had ended, and would not be available until June.

Bankruptcies in building firms

In reply to a Member who asked how many building firms went bankrupt in 1970, Sir John Eden said that figures for the whole year 1970 were not yet available.

For the first nine months the number of Receiving Orders and Orders of Administration (under Section 130 of the Bankruptcy Act, 1914) made in England and Wales in respect of sole traders and firms in the construction industry was 729.

In the same period there were 199 compulsory and 401 creditors' voluntary liquidations of companies in this industry.

Price rises

'We shall continue to encourage competition and to impress on the public the fact that inflationary wage settlements make price increases inevitable,' said Mr. Davies, when asked what measures he now proposed taking in view of the accelerated rise in prices during recent months.

Industrial development

Sir John Eden answered questions on industrial development in the Northern Region, West Central Scotland, Wales, North Lanarkshire, Nottingham, Newburn, West Cumberland, Yorkshire and Humberside, Merseyside, Portsmouth, Bishop Auckland, Shildon and Barnard Castle and Chelmsley Wood.

United Kingdom trade

A Member asked what was the percentage volume increase in United Kingdom imports and exports, respectively, in 1971, as compared with 1969. Mr. Noble replied that for the first 11 months of 1970 compared with the corresponding period of 1969 the increases were 7 per cent (excluding United States military aircraft) and 4 per cent respectively; figures for 1970 as a whole would be published on February 24.

Coal stocks

Referring to comments about the shortage of solid smokeless fuel in the Report of the Domestic Coal Consumers' Council for the year ended October 31, 1970; a Member asked Sir John Eden what steps were proposed. Sir John said: 'The steps which the Government have taken were described in the reply to my hon. Friend the member for S. Fylde on July 22, and since then restrictions on imports have been removed. As a result of these measures, taken with the relatively mild weather to date, there is now reasonable ground for hoping that, shortages during the present winter will be avoided.'

The demand for coal in 1975 would depend on how its competitive position developed over the years and any specific output figure could be misleading, Sir John said in reply to another question.

Answering questions on coal exports, Sir John said that coal exports in 1970 amounted to 3.3 million tons valued at £17.5 million. Western Europe was the main target.

Industrial Injuries Act

A Member asked what was the number of miners and ex-miners diagnosed as having pneumoconiosis under the Industrial Injuries Act for each of the last five years; and what steps were being taken to reduce the incidence of the disease. Mr. Ridley said the latest available figures were: 1965, 1,036; 1966, 968; 1967, 762; 1968, 804; 1969, 655. HM Inspectors of Mines and Quarries did their best to ensure that the requirements of the Mines and Quarries Act 1954 relating to dust were met and the National Coal Board devoted considerable resources to this purpose. On the recommendation of the National Joint Pneumoconiosis Committee a more stringent interim dust standard was introduced into National Coal Board mines on April 1, 1970, together with a new and improved method of dust sampling based on the weight of respirable dust in mine atmospheres. Arrangements had also been made to provide HM Inspectors with sampling data every month. These measures should enable conditions to be monitored more closely. Research into the aetiology of the disease and to improve methods of dust measurement and control was conducted by the Pneumoconiosis Unit of the Medical Research Council, the Safety in Mines Research Establishment, the Institute of Occupational Medicine, the National Coal Board's Mining Research and Development Establishment and at universities and medical institutes.

The steel industry

Sir John Eden said, in reply to a question, that he was aware of the steel industry's concern about the increase in the price of fuel oil, but he had not heard of any difficulty about supplies.

British Steel Corporation

Answering questions on plans for the British Steel Corporation, Mr. Davies said he would make a statement as soon as he was in a position to do so. Sir John Eden was asked what consultations had been held with the British Steel Corporation about the effects on the steel industry of the withdrawal of investment grants; and what alternative plans had been prepared to assist the investment programme of the steel industry. Sir John replied that the BSC's next annual investment programme was shortly to be submitted for consideration. The Corporation was eligible for investment incentives on the same basis as private industry.

Steel scrap

A Member asked Sir John Eden if he had now completed his study of imports and exports of scrap for steel production; and if he would remove the restrictions on exports of scrap in order to provide a free market for scrap processors. Sir John replied that this study was now well advanced but consultations with the industries and trades concerned were not yet complete. The discussions would include consideration of the scope for relaxing export controls.

Electricity industry

A Member inquired what percentage increase in electricity power output there had been since 1965; and what was the percentage increase in the number of men employed. Sir John Eden answered that between 1965 and 1970 electricity output in Great Britain increased by 27 per cent and the number of men employed by electricity boards fell by 14 per cent.

Hotel industry

Sir John Eden was asked if he was yet able to make a further statement about future assistance to the hotel industry. He said: 'Hotel projects are not excluded from consideration under the arrangements for assistance to tourism projects in the Development Areas which my right hon. Friend described in his reply to the hon. Member for Ipswich on December 10. Hotels started after March 31 in Development or Intermediate Areas may be considered for assistance under the Local Employment Acts if they would bring fifty or more jobs into the Area.

'My right hon. Friend has no further measures in mind at the present time.'

Steel scrap

A Member asked what was the tonnage and cost of scrap for steelmaking imported from the United States in 1970; and how much it was estimated had been ordered and would be imported from the United States of America in the first quarter of 1971, stating the average price per ton of United States and domestic scrap. Sir John Eden said that in 1970 245,000 tons were valued at £6.6 million cif, an average of £26.9 per ton. No estimates about imports of scrap in 1971 were available. The domestic price of good quality steelmaking scrap was, on average, about £12 14s. per ton delivered.

Food and feeding stuffs

A Member asked Mr. Noble to publish a table of Great Britain's trade balance with overseas suppliers of food and feeding stuffs, namely, Canada, Australia, New Zealand, Denmark, the Netherlands, Argentina and the United States of America, for the years 1969 and 1970, under the headings, imports into United Kingdom from, all exports from the United Kingdom to, and balance of trade, plus and minus. Mr. Noble said 'Figures for the trade balance are not available for individual countries. Figures of imports cif and

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

exports fob are given below, but the difference between them is not a good measure of the visible trade balance because, *inter alia*, of the difference in the bases of valuation.

£ million

	1969		1970	
	UK Imports cif	UK Exports fob	UK Imports cif	UK Exports fob
Canada	507	311	683	288
Australia	236	323	260	346
New Zealand	216	122	204	129
Denmark	245	196	275	220
Netherlands	408	298	459	378
Argentina	79	47	66	44
United States	1,126	904	1,170	933

Subsidies to shipbuilding yards

Sir John Eden was asked if he would undertake a study of the direct subsidies paid and indirect Government help given to shipbuilding yards in Europe, the United States of America and the Far East, which compete for orders in world markets with British ship yards.

'These matters are currently being studied by the OECD Shipbuilding Working Party of which the United Kingdom is a member,' he replied.

Imports of Japanese cutlery

A Member asked Sir John Eden what proposals he had to place before United Kingdom cutlery manufacturers for the reorganization of companies and improvements in production processes and sales promotion, in order to assist them in regard to competition from imports of Japanese cutlery.

'None,' replied Sir John, 'but these are matters which could be discussed with the cutlery manufacturers if they think this would be helpful.'

Answering a further question, on steps to maintain the voluntary quota of imports of Japanese cutlery, Sir John said that this was a voluntary arrangement negotiated between the industry here and the Japanese exporters, and its continuation was a matter for them.

TUESDAY, FEBRUARY 9

Committees of Inquiry

A Member asked Mr. Davies if he would enumerate all the departmental committees of inquiry or commissions coming under the responsibility of his department and indicate the dates on which these were set up. Mr. Davies replied: 'Committee of Inquiry on Small Firms, July 23, 1969.'

Imports of cucumbers

Answering a question on representations from the home cucumber producer; and if steps would be taken to protect the home producer from cucumber imports from Eastern Europe during the British season from mid-March to mid-September, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, said: 'I have been made aware of the views of the home industry on a number of occasions, but I am not persuaded that it is necessary to add to the restrictions already in force or the safeguards available.

Imports of hospital equipment from Pakistan

The value of imports of hospital equipment from Pakistan in the last five years, said Mr. Grant in reply to a question, was £915,000.

Competition and the cost of living

Mr. Ridley was asked to assess to what extent competition has now reduced the cost of living. He said: 'Competition plays a valuable part in keeping the cost of living as low as possible in any given economic situation. The effect cannot of course be precisely assessed.' Asked if he would take steps to set up new Government machinery to protect the housewives of Great Britain from rising costs, Mr. Ridley said: 'No, Sir. Once wage inflation has been curbed, competition between traders will be sufficient protection for housewives, and other consumers.'

Crude oil prices

A Member asked at what level of crude oil prices the conversion of power stations from coal to oil burning would be reconsidered. Mr. Ridley said it was for the Central Electricity Generating Board to consider the fuelling of power stations in response to any changes in relative fuel prices.

Consultative Councils

Mr. Ridley was asked to state what progress had been made towards the implementation of section 14 of the Chronically Sick and Disabled Persons Act 1970, which provided for the appointment of a person with experience of disability on the gas consultative councils, on electricity consultative councils and on the Domestic Coal Consumers' Council. Mr. Ridley said that all Gas and Electricity Consultative Councils and the Domestic Coal Consumers' Council had one or more members with some experience of work among, and the special needs of, disabled persons.

WEDNESDAY, FEBRUARY 10

Pipeline transmission

A member asked whether any study had yet been made into the number of commercial vehicles which might be required on the roads with the development of pipe-line transmission. Mr. Ridley said that no study of this kind had been made. Commercial vehicles were needed to transport pipes and equipment used for pipeline construction but the numbers were not large. In general pipeline transmission did not greatly affect road transport; but where local pipelines were used to deliver a pumpable product direct to a customer, the number of tank vehicles on the roads was reduced.

Industrial restructuring

Asked what proposals he had for the restructuring of British industry, following Her Majesty's Government's proposals for the abolition of the Industrial Reorganization Corporation, Mr. Ridley said restructuring was primarily a matter for industry itself assisted by existing financial institutions.

Parliamentary answers on aviation and shipping

FRIDAY, FEBRUARY 5

Radio officers

Several questions were asked about the decision to grant dispensation to certain vessels from the requirement to carry radio officers. Asked which maritime trade unions and associations were consulted, Mr. Michael Noble, Minister for Trade, said that there was consultation and discussion with the Radio and Electronic Officers' Union and the Merchant Navy and Airline Officers' Association between the years 1965 to 1968. Records of these discussions were sent to the Mercantile Marine Services Association and the National Union of Seamen.

Mr. Noble said that the shipping industry first requested the dispensation in January 1965 and it was granted in November 1970. In granting this dispensation the Department of Trade and Industry was concerned only with safety considerations.

Replying to further questions, Mr. Noble said that vessels between 1,600 and 3,000 gross tons granted dispensation from the requirement to carry radio officers while on the North Sea Coast coal trade, would not be allowed to sail outside the North East coal trade limits without a radio officer; that he would continue to consult the appropriate unions before any other such areas were designated for further designation; and that there were at present no minimum manning scales for officers and ratings for cargo ships engaged in the United Kingdom coastal trade. In a ship granted dispensation from carrying a radio officer, his duties would be undertaken, as necessary, by the Master, deck officers and engineer officers.

Mr. Noble was asked what instruction he gave the British delegation to the recent Intergovernmental Maritime Consultative Organization discussions on the proposals that radio officers be removed from vessels trading on the coasts of the North Sea, English Channel, Irish Sea Baltic, Mediterranean, Adriatic, Black Sea and the coasts of Australia; and if in further discussions on these matters, he would undertake to support the majority of other nations that opposed this proposal. He replied: 'The United Kingdom considered that it was premature to consider a general proposal for radiotelephony based on areas of operators of ships. The United Kingdom's policy in future discussions will depend upon the circumstances then prevailing.

In reply to a request to review the decision to grant dispensation in view of the increasing amount of collisions taking place around British congested sea lanes, Mr. Noble said he did not accept that the dispensation entailed any degradation in safety standards on ships engaged in the restricted voyages of the North East Coast coal trade.

Representations about the dispensation, Mr. Noble said in reply to questions, had been received from the Radio and Electronic Officers' Union and the International Transport Workers' Federation. Views expressed by the United Kingdom to the Inter-governmental Maritime Consultative Organization were in the context of the use of 2182 kHz in the marine radio distress network generally, and were not related to ships engaged in the restricted voyages of the North East Coast coal trade.

Asked what fresh evidence was submitted by the British Shipping Federation to the Department of Trade and Industry since January 1968 which enabled him to grant the dispensation, Mr. Noble said: 'No fresh evidence was submitted since 1968 but all the evidence which had been submitted up to that time was carefully taken into account before the decision was taken to grant the dispensation.'

MONDAY, FEBRUARY 8

Tour operators and travel agents

Sir John Eden, Minister for Industry, was asked how many prosecutions there had been under the Trade Description Act against tour operators and travel agents; if he would consider introducing further legislation on misleading information in brochures; and if he would make a statement on the operation of the Act in relation to tour operators and travel agents. Sir John answered that local weights and measures authorities had reported 20 prosecutions of tour operators and travel agents during the past two years: 14 of these were successful. The Act prohibited deliberately or recklessly false statements about various aspects of services, accommodation or facilities in terms which adequately covered the

types of misrepresentation likely to mislead the holiday maker. Mr. Ridley was asked to state the names of holiday tour companies and travel agencies successfully prosecuted under the Trade Descriptions Act for publishing misleading advertisements or brochures, and, in the case of subsidiary companies, if he would also give the names of their parent companies. 'No. Such prosecutions are generally reported adequately in the Press when the conviction takes place, and it would be wrong in principle to revive publicity long after the event.'

Night charter flights

Asked what was his estimate of the resulting increase in cost of the average package tour if night charter flights were abandoned between 11 p.m. and 6 a.m., Mr. Noble answered: 'By a substantial amount, although I cannot give a figure.'

Tanker traffic in the Thames Estuary

Mr. Noble was asked what estimate he had formed of the growth of oil tanker traffic in the Thames Estuary both in respect of existing refineries and any future refineries which may be established. He answered that the Port of London Authority estimate that traffic in petroleum products on the River Thames excluding the Medway would rise from about 30 million tons this year to 33 million tons in 1974. Owing to increases in size there should be fewer tanker movements. There would be a further increase of more than 10 million tons of traffic if two oil refineries under consideration for Canvey Island were established there.

British Airports Authority

Mr. Noble told a Member who asked whether he would give a general direction to the British Airports Authority to improve the administration and facilities at their airports at periods of congestion, that it was a managment function of the Authority to strike a sensible balance between the demand for improved facilities at times of congestion and the cost of under-used facilities for the remainder of the year.

BEA Air Tours

A Member asked Mr. Noble whether, in his considerations leading to his permitting British European Airways Air Tours to buy second-hand American aeroplanes rather than British ones, he came to the conclusion that British European Airways Air Tours was a suitable operation for a public corporation to undertake; and if he would now consider its disposal along with that of Thomas Cook and Son. Mr. Noble said: 'I took these matters into account in approving BEA Air Tours' purchase of aircraft. I have no plans for the disposal of the company.'

Night flights from local authority airports

Asked whether he would seek powers to enable him to restrict night jets flights to and from local authority airports, Mr. Noble said: 'Though the matter will continue to be reviewed from time to time I see no present need to seek these powers.'

Airport requirements of United Kingdom

A Member asked Mr. Noble if he would take steps to review the airport requirements of Great Britain as a whole, as distinct from the specific requirements of the London area, bearing in mind the need to promote short take-off and landing and vertical take-off and landing facilities for feeder line services covering the provinces, as well as adequate facilities for continental and inter-continental Jumbo and supersonic flights, Mr. Noble said that the studies of passenger demand in certain areas and of possible V/STOL operations were already in hand; it was not proposed to initiate additional studies at present. Existing aerodromes outside the South-East should be capable of providing adequate facilities to meet the forseeable demand.

TUESDAY, FEBRUARY 9

Oil in navigable waters

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade was asked what estimates had been made of the amount of oil discharged into navigable waters, to what extent this presented a threat to the coastline and marine life; and what was the major origin. He answered that the amount of oil discharged into the seas round our coasts was impossible to estimate with any accuracy, but it was sufficient to be a serious nuisance on many beaches and to cause substantial mortality of seabirds. There was at present no evidence of lasting harm to other marine life.

Sea pollution

Mr. Grant was asked what statutory bodies with responsibility for controlling pollution of seas and tidal waters reported to him; and what arrangements exist for the co-ordinatiton of their work with that presented to other departments of state. He answered: 'None. The work of any statutory bodies which report to other Ministers is available to me through the normal processes of inter-departmental consultation.'

WEDNESDAY, FEBRUARY 10

Arab boycott

Stating that Mobil Shipping was co-operating in an Arab State boycott of British firms by instructing ships' chandlers in Great Britain not to provide Mobil tankers with its products of Israeli origin or appearing to be of Jewish or Israeli origin; a Member asked Mr. Grant to advise all British firms to ignore such instructions and reject such threats of retaliation or boycott. Mr. Grant said: 'As has been repeatedly stated in the House, HM Government are opposed to trade and shipping boycotts including the Arab States' boycott of firms trading with Israel, and indeed to any outside interference with British companies' freedom to trade. It is nevertheless for each company to decide in the light of its own commercial interests what its attitude is to be towards such boycotts.'

BEA Scottish routes

Mr. Noble was asked to what extent his policy for domestic air transport involved the transfer of British European Airways Scottish routes to a subsidiary. He said: 'I am in touch with BEA on this subject but have yet to receive their firm proposals and to discuss these with them.'

Sikorsky helicopters

Mr. Noble was asked to discuss with British European Airways the acquisition by them of the Sikorsky S-65-40 aircraft for use in the Scottish Highlands and Islands, and in the provision of feeder services for international air flights. He said he understood Sikorsky were not yet committed to producing this helicopter, and BEA had put no purchasing proposals to him.

THURSDAY, FEBRUARY 11

Collision of aircraft

Mr. Noble was asked if he was satisfied with the present safeguards for the prevention of collision of aircraft at Heathrow and other British airports. He answered that the possibilities of reducing further the small risk of collision at airports were under continued scrutiny. In this sense one was never finally satisfied with the safeguards currently in operation, but he was satisfied that a high standard had already been achieved and that it would go on being improved.

Airports owned by DTI

In answer to a question on British airports owned by the Department of Trade and Industry, Mr. Noble listed the following aerodromes:

Aberdeen (Dyce); Belfast (Aldergrove); Benbecula; (A) Biggin Hill; Edinburgh (Turnhouse); Inverness (Dalcross); Islay; Kirkwall (Orkney); (A) St. Mary's (Isles of Scilly); Stornoway; Sumburgh (Shetland); Tiree; Wick. The aerodromes marked (A) are managed by agents.

Increase in aircraft movements

A Member asked Mr. Noble to tabulate the six British civil airports, including those owned by the British Airports Authority, which have experienced the greatest percentage increase in aircraft movements, passenger traffic, and freight, respectively, in the last 10 years. Mr. Noble said that from among those providing regular statistics, the airports with the largest percentage increase, between 1959 and 1969, are:

Aircraft Movements	Passengers	Freight
Edinburgh	Luton	Stansted
Liverpool	Stansted	Liverpool
Gatwick	Gatwick	Prestwick
Glasgow	Leeds/Bradford	Edinburgh
Newcastle	Newcastle	Newcastle
Belfast	Bristol	Leeds/Bradford

Upper Clyde Shipbuilders

A Member asked how much money had been made available by HM Government to Upper Clyde Shipbuilders Ltd. since the company's formation and on what terms; to what extent interest had been paid on such moneys; how the repayment of such moneys had been secured; and whether such security was now considered adequate by the Government. Mr. Ridley said assistance to Upper Clyde Shipbuilders Ltd. since February 1968 was as follows:

Loans

(a) *From the Shipbuilding Industry Board under Section 4 of the Shipbuilding Industry Acts* 1967 *to* 1969
£4.7 million, made available in tranches between February 1968 and May 1969 at the National Loans Fund rate of interest appropriate at the time each tranche was paid. Repayable in equal six monthly instalments between December 31, 1975 and June 30, 1983 and secured by a floating charge on the assets of the company subject only to prior changes in respect of Bank borrowings up to a total of £5 million plus two years interest. £1.2 million of this loan was made to Upper Clyde Shipbuilders Ltd. on behalf of Yarrow (Shipbuilders) Ltd. and will become the responsibility of the latter company if Upper Clyde Shipbuilders dispose of their shareholding in that company. Interest on the loan has been fully paid but has been wholly offset by grants in relief of interest under Section 5 of the Shipbuilding Industry Acts.

(b) *From Government directly*
£7.0 million at 9¼ per cent per annum, repayable in equal six monthly instalments between June 1, 1976 and December 1, 1988; unsecured and subordinated to all other creditors of the company. The loan was paid to the company on February 17, 1970. The company have the option, which they have so far exercised, to capitalise interest due on this loan up to and including December 1, 1972.

Grants

From the Shipbuilding Industry Board
£20,805 under Section 2 of the Shipbuilding Industry Acts, £5.5 million under Section 3 of the Shipbuilding Industry Acts, paid to the company between February and July 1969. These

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *continued*

grants are not repayable and do not bear interest.

Equity investment

By the Shipbuilding Industry Board under Section 6 of the Shipbuilding Industry Acts

£3 million in 12 million 5s. A Ordinary shares. Four 5s. A shares have equal voting rights with one £1 Ordinary share.

This investment was made on August 28, 1969.

Mr. Ridley continued: 'Upper Clyde Shipbuilders Ltd. have also benefited from general measures of assistance to the shipbuilding industry or to industry in development areas such as the Local Employment Acts, Shipbuilders Relief, Regional Employment Premium, etc.

'A statement on the Government investment in Upper Clyde Shipbuilders Ltd. will be made in the near future.'

(See also page 314)

Noise infringements at London Airport

Mr. Noble was asked how many of the total of 539 infringements of the noise regulations at London Airport, Heathrow, in August 1970 were committed by each of the 22 airlines responsible; what percentage each sub-total represented of the total number of take-offs or landings by the same aircraft types of each airline at Heathrow in the same period; and what were the corresponding statistics for the month of September 1970. He gave the following information:

August 1970

Airline	Infringements on Easterly Departures (1)	Monitored Easterly Departures by same aircraft types (2)	(1) as a percentage of (2)
BEA	212	1,411	15·0%
BOAC	132	386	34·2%
Pan Am	59	274	21·5%
Trans World	64	229	27·9%
Lufthansa	1	5	20·0%
Alitalia	1	141	0·7%
Iberia	5	54	9·3%
Air Canada	21	110	19·0%
Cambrian Airways	1	60	1·7%
BKS	2	42	4·8%
Air India	1	41	2·4%
Jal	5	27	18·5%
Seaboard World	2	38	5·3%
Qantas	3	37	8·1%
Cyprus Airways	6	24	25·0%
Aeroflot	2	17	11·8%
El Al	2	23	8·7%
Iranair	1	11	9·1%
Iraqi Airlines	4	8	50·0%
Jugoslav Airlines	1	1	100·0%
National Airlines	4	16	25·0%
United Arab Airlines	1	13	7·7%
Modern Air	1	1	100·0%

September 1970 (preliminary results)

Airline	Infringements on Easterly Departures (1)	Monitored Easterly departures by same aircraft types (2)	(1) as a percentage of (2)
BEA	50	518	9·8%
BOAC	31	131	23·7%
Pan Am	9	106	8·5%
Trans World	17	75	23·0%
Lufthansa	3	73	4·1%
KLM	1	78	1·3%
Alitalia	2	54	3·7%
SAS	1	36	2·8%
Air Canada	8	33	24·2%
Air India	1	18	5·6%
Jal	1	9	11·0%
Seaboard World	2	19	10·5%
East African	1	7	14·3%
Qantas	1	12	8·3%
Czechoslovak Airlines	1	3	33·3%
Cyprus Airways	1	3	33·3%
Olympic	1	13	7·7%

Note: The total number of infringements on easterly departures in August 1970 was 531 and not 539 as previously states.

INDEX INQUIRIES

Inquiries about the detailed contents of Trade and Industry *(dates on which particular articles, etc., were published) should for convenience be made to the DTI Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index.*

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
February 23	**Plant and equipment, clothing and textiles, miscellaneous stores**	**Regional Depot, Ordnance Support Unit, RAOC, Barlow, Nr. Selby, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds, LS2 8JH (Tel. 053-2-20898).**

Industrial and garage plant and equipment; clothing, furniture and miscellaneous stores including diesel and electric fork lift trucks; pallet transporters; drilling and grinding machines; milling machines; lathes; compressors; lubricating plant; welding equipment; gravity rollers; cable; electrical, signal and wireless equipment; vehicle spares; tool kits and hand tools; hydraulic and screw jacks; household and kitchen equipment; ropes; aluminium extending ladders; shovels; ironmongery; tents; canvas; packs; haversacks; carpets; curtains; webbing; kitbags; camp equipment; blankets; sheets, etc.; battledress and denim trousers and blouses; berets; greatcoats; raincoats; ankle boots; chairs; tables; wardrobes; lockers; chests of drawers; desks; beds, etc. and large quantities of miscellaneous stores; also black PVC sheets 160 ft. by 90 ft. by 0·014 in. thick.

March 3	**Miscellaneous stores**	**Cavalry Barracks, Butt Road, Colchester**	**Fenn, Wright & Co. (Dept. L), 146 High Street, Colchester (Tel. 0206 73171/2/3).**

Bedford 4 by 2 fire tenders; Coventry Climax Featherweight pumps; Coventry Climax 4,000 lb. and 2,000 lb. fork lift trucks; 27½ kVA generator; Alco 0·5 kVA generator sets; cement mixers; machine tools; aluminium extending ladders; 50 tons (mainly non-ferrous) metal in sheets and various sections; scrap metals; scientific instruments; multi-core electric cable; MT and earthmover spares; miscellaneous radio and electrical spares; fire extinguishers; solid fuel slow combustion heating stoves; 6 ft. by 4 in. and 6 ft. by 5 in. cast iron flue pipes; tyres; wood and steel ammunition boxes; CLOTHING AND TEXTILES including battledress and denim trousers and blouses; khaki flannel shirts; bush shirts and jackets; boots and shoes; berets; blankets; greatcoats; carpets; haversacks; mixed rags, etc.; FURNITURE including miscellaneous chairs and tables; sideboards; dressing chests; wardrobes; bedsteads; steel and wooden lockers; large quntities of other general atores.

March 9-10	**Miscellaneous stores**	**Central Ordnance Depot, Bicester, Oxon.**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon. (Tel. 08692 2073).**

Hydraulic and mobile cranes; Bedford fire tenders with Sigmund pumps; Lansing Bagnall industrial tractors; Ferguson tractors; Lewis road sweepers; Tasker semi-trailers, 8-ton; Barford dumpers; paint sprayers; 5-ton ratchet jacks; Collis storehouse truck; Milne oxy-acetylene outfits; prismatic compasses; light alloy extending ladders; delivery and suction house; sisal and manila rope and other miscellaneous rescue equipment; tyres; miscellaneous saddlery; various metals; aluminium water bottles; miscellaneous household and office furniture including various chairs; tables; bureaux; steel wardrobes; filing cabinets, etc.; clothing and textiles including vests; drawers; white shirts; jackets; blue dungaree overalls; raincoats; greatcoats; denim and battledress trousers and blouses; ankle boots; mixed rags; also black PVC sheets 160 ft. by 90 ft. by 0·014 in. thick.

Catalogue of the above sales obtainable from relevant auctioneers (5p Postal Order only), or from Ministry of Defence, First Avenue House, High Holborn, London, W.C.1, about two weeks prior to and up to date of sale, or from sale site on viewing days, which are five days prior to the sale.

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
March 3	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 5p direct from auctioneer. View days: Day preceding and morning of sale.

New Books

Standard Clauses in a Licensing Agreement. (47 pages. Kenneth Mason Publications Ltd., Havant, Hampshire, £2.10). The underlying reason for this booklet is the conviction of the author, who is an unnamed barrister, that businessmen seeking water-tight agreements in two-page documents enter into licensing agreements too readily, with consequences that are rarely to their benefit. The business of granting or taking a licence is neither cheap nor simple. It is essential to foresee as far as possible what may go wrong with an agreement and then decide how the problems can be anticipated. This results in an agreement containing a lot of clauses. The booklet lists in standardized form those clauses that may appear in a normal licensing agreement dealing with patents or know-how or a combination of the two. The method adopted is to show standard clauses in their probable order of appearance on the right-hand page with alternatives and a commentary on the facing left-hand page. This arrangement is supplemented by an index to enable the user to locate clauses and comments relating to a particular topic. It is stressed the clauses are a guide only and legal advice should be sought on particular agreements.

Non-tariff Distortions of International Trade, by Robert E. Baldwin. (221 pages. Allen & Unwin. £3.30; paperback £1.15. ISBN 0 04 382012 3). The current interest in so-called non-tariff trade barriers as possible sources of distortion to international trade may be attributed to the success in reducing tariffs during the Kennedy Round of negotiations under the General Agreement on Tariffs and Trade. Professor Baldwin quotes a statement from the *New York Times* that 'the lowering of tariffs has, in effect, been like draining a swamp. The lower water level has revealed all the snags and stumps of non-tariff barriers that still have to be cleared away.' Despite the attention that has been focused on them, the trade-distorting effects of non-tariff trade policies and the ways of controlling their use are not very clearly understood. Gerard and Victoria Curzon's *Hidden Barriers to International Trade* (Trade Policy Research Centre, 1970), reviewed in *Trade and Industry*, December 9, 1970, page 430, was chiefly concerned to discuss the problem of non-tariff distortions to international trade from the viewpoint of urgency and negotiability and with reference to the benefits of free trade to consumers and producers. The present study, which takes a more detached view, analyses the economic effects of each of the principal kinds of non-tariff trade distortions, covering measures that restrict trade and those that artificially increase the level of trade. There are chapters on import quotas and export subsidies, government procurement policies, border adjustments for internal taxes, domestic subsidies, and technical and administrative hindrances to trade. These chapters are followed by an analysis of trade distortion in the United States and the United Kingdom, and suggestions for specific modifications or additions to the GATT rules and proposals for ensuring conformity to the rules. Professor Baldwin undertook this study as a Rockefeller Visiting Research Professor at the Brookings Institution, Washington.

Report on an Enquiry into the Effectiveness of Collective Export Promotions in Capital Equipment. (20 pages. British National Export Council, 6-14 Dean Farrar Street, London, SW1. Free). In April, 1970, BNEC decided with the knowledge and support of the then Board of Trade, to ascertain the views of industry producing capital equipment on the effectiveness of the facilities available for collective export promotion and the ways in which they might be improved. This is the report of the investigation. It is based on independent interviews with 148 companies which together export £1,200 million of electrical and mechanical engineering goods and instruments, that is 60 per cent of total British exports in these categories. The report contains an analysis of the comments made by the companies interviewed and also a number of recommendations which will improve the effectiveness of collective export promotions in this field. These include: greater emphasis on selectivity and specialization; an increase in the number of carefully organized inward missions to the United Kingdom; prority for measures to increase the number of overseas events which support Britain's technical reputation (such as technological symposia and engineering weeks); liberalization of government support for displays at fairs and exhibitions and help for firms wishing to attend international technical congresses of world-wide importance. Appendices list names and qualifications of interviewers and the companies interviewed.

Trade Strategy and the Asian-Pacific Region, edited by Hugh Corbet. (221 pages. George Allen & Unwin Ltd., Ruskin House, Museum Street, London WC1. £2.50. In 1966 the Atlantic Trade Study was formed by a private group in London to sponsor a programme of policy research on the implications for Britain of participating in a broadly based free trade association. The group published in 1969 *New Trade Strategy for the World Economy* which was edited by Harry G. Johnson. Now there is this new volume dealing mainly with the politico-strategic factors in the Asian-Pacific region which will have to be taken into account in the formulation of any new trade strategy for the 1970s that might be designed to promote the further liberalization of international trade and investment. The particular trade strategy which appeals to the authors is a free trade association embracing initially the United States, Canada, Britain and other member countries of EFTA; open to the European Communities and Japan, Australia and New Zealand, as well as other industrially advanced nations; and affording less developed countries greater access to their markets. The major studies in this volume were first published as pamphlets in 1968 and 1969, but they have been revised to take account of developments that have occurred since then: they are: *Japan's Place in Trade Strategy* by G. C. Allen; *Asian-Pacific Arena of Conflict* by Sir Robert Scott; and a monograph dealing with the underlying philosophies of the Commonwealth, *Pioneers of an Open World* by L. Beaton. There is a 10-page bibliography and the editor has contributed an introductory paper, *Trade Strategy for an Open World*, which goes some way to linking the two volumes in the series.

The Stock Exchange and Investment Analysis, by R. J. Briston. (495 pages. Allen & Unwin. Case-bound £5.25 ISBN 0 04 332039 2. Limp cover £2.50 ISBN 0 04 332040 6). Most previous books on the subject of investment have been either highly academic or over-simplified. Thus on the one hand there have been specialist works, mainly American, aimed at readers already familiar with the subject, and on the other, books for the beginner which are so simplified that they can mislead. This book attempts to fill the gap between the two levels. Without entering into the mathematical complexities of the subject, it gives a detailed description of the mechanism of the London Stock Exchange, and outlines both principles and practice of finance, investment and investment analysis. It is divided into four parts; the first two deal with the Stock Exchange, giving a critical analysis of its functions, and examine the securities available to investors, while parts III and IV deal with the analysis of investments, explaining the latest developments in this field, and finally discuss taxation and portfolio analysis. This work will be useful as a guide to principles and practice of finance, investment and investment analysis for all those professionally interested in the subject, but not involved in day-to-day dealings with the Stock Market.

Seats for Workers in Factories, Offices and Shops. Department of Employment and Productivity. (52 pages. HMSO. 25p). The aim of this booklet is to emphasize the importance of good seating for workers in factories, offices and shops, and to act as a guide in the choice of the best type of seat. Today this choice is more important than ever before because, with the increasing automation and mechanization, many workers who hitherto have had to stand at their jobs are now able to work sitting down. The advice given in this booklet is based on experience gained by HM Inspectors of Factories, and is supplemented by information obtained from various sources including the Industrial Health Research Board, the Medical Research Council and the British Standards Institution, together with reports on research into the design of seating and the relationship of seating heights and working levels, referred to in one of the appendices. This booklet is No. 45 in the *Health and Safety at Work* series previously published under the series title *Safety, Health and Welfare Now Series.*

Other Publications

THE ANALYTICAL THEORY OF FRANCE, by William H. Jean. (A study of the investment decision process of the individual and the firm). *Series in Finance.* 220 pages. Holt, Rinehart and Winston. £3.90 SBN 03 082085 5.

THE CENTRAL OFFICE OF INFORMATION, by Sir Fife Clark. *New Whitehall Series No. 15.* 190 pages. George Allen and Unwin. £2.50 ISBN 0 04 351035 3.

FOREIGN TRADE IN GAS AND ELECTRICITY IN NORTH AMERICA: a legal and historical study, by John T. Miller. *Praeger Special Studies in International Economics and Development.* 338 pages. £7.25.

THE IMPACT OF COMPUTERS ON ORGANIZATIONS by Thomas L. Whisler. *New Directions in Management and Economics.* 202 pages. Praeger. £4.50

THE LAW RELATING TO MONEYLENDERS, by Ian G. C. Stratton and Ian S. Blackshaw. 127 pages. Butterworths. £1. ISBN 0 406 38720 6.

NATIONAL ECONOMIC ACCOUNTING by Carleen O'Loughlin. *The Commonwealth and International Library of Science Technology and Liberal Studies.* 198 pages. Pergamon. £2.75 SBN 08 016395 5.

THE SCOTTISH WOOLLEN INDUSTRY. Revised edition 1970. 34 pages. National Association of Scottish Woollen Manufacturers, 7 Castle Terrace, Edinburgh EH1 2DT. Gratis.

TROPICAL DEVELOPMENT 1880-1913: studies in economic progress. Edited by W. Arthur Lewis. 346 pages. George Allen and Unwin. £3.25 ISBN 0 04 330170 3.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
▪ five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100·0	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	144	145	142	157	23	75	41
1969	118	122·9	143	142	113	103·0	136	140	148	130	130	358	232	26	36
1970						104·2									51
1968															
4th quarter	118	122·3	138	138	113	104·1	146	146	160	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	133	128	138	135	134	104	105	6	9
2nd quarter	117	123·3	141	141	113	103·7	135	141	147	129	127	80	43	2	—
3rd quarter	119	123·2	143	144	113	103·1	138	146	155	152	128	48	—	8	10
4th quarter	120	123·5	147	146	114	103·0	138	146	153	127	131	126	84	10	16
1970															
1st quarter	117	123·7	149	148	114	103·2	131	141	142	115	131	36	32	– 5	–41
2nd quarter	120	122·8	154	153	116	104·2	142	150	160	121	137	98	55	12	7
3rd quarter	120	123·9 p	158	157	117	104·6	139	153	156	122	133	126	42	5	26
4th quarter						104·8									59
1970															
June		123·7				104·7									
July		121·9				104·1									
August		122·8				105·4									
September		124·7				104·4									
October		126·2				106·1									
November		123·4 p				103·3									
December						105·0									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering and electrical goods† orders on hand (end period)	Retail prices Index		Wholesale price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports (§)	
	at 1963 prices	Index‡	% increase on year earlier	Basic materials and fuel used‡	Manufactured products: home sales‡		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	Series in £ million
1965	119	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	115	116·5	3·9	110·2	107·3	168·5	323	255	24,384	119	122	43
1967	106	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	122 r	–312
1968	106	125·0	4·7	120·5	112·4	187·3	541	188	24,331	158 r	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1970		140·2	6·4	128·4 p	124·5 p	217·5	574	186		182	188	
1968												
4th quarter	106	127·2	5·6	120·4	113·1	191·0	532	202	24,348	163 r	158 r	– 63
1969												
1st quarter	110	129·7	6·2	122·3	114·1	194·7	532	198	24,364	162 r	158 r	13
2nd quarter	113	131·8	5·4	124·2	115·1	195·6	519	202	24,340	168 r	168 r	76
3rd quarter	115	132·0	5·0	126·1	116·5	197·8	547	200	24,268	167 r	174 r	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	176 r	174
1970												
1st quarter	118	136·2	5·0	130·1	120·6	209·0	561	192	24,280	172 r	184	213
2nd quarter	122	139·5	5·8	129·2	123·6	213·8	563	187		184	188 r	119
3rd quarter	123	141·1	6·9	126·9	125·7	219·0	592	185		178	179 r	73
4th quarter		144·0	7·7	127·7 p	128·3 p	227·8	581	177		192	204	
1970												
June	122	139·9	5·9	128·0	124·2	215·3	561	187		188 r	191 r	
July	122	140·9	6·7	127·5	125·0	217·5	593	186		142 r	190 r	
August	123	140·8	6·8	126·1	125·7	219·7	593	184		197 r	144 r	
September	123	141·5	7·0	127·2	126·4	221·0	589	187		195 r	203	
October	122 p	143·0	7·4	126·3	127·5	222·4	576	184		192 r	208 r	
November	123 p	144·0	7·9	128·4 p	128·5 p	228·4	579	176		194 r	194 r	
December		145·0	7·9	128·5 p	128·9 p	232·6	589	171		191	208	
1971												
January				127·9 p	..		613	157		181	179	

(†) New series covering SIC Orders VII-IX; previous series also included part of Order XI.
(‡) Not seasonally adjusted. (§) Figures include adjustments for special factors affecting the recording of exports.

The seasonal adjustment of United Kingdom overseas trade figures

THE SEASONAL ADJUSTMENT of economic time series generally requires periodic revision in order to take into account any changes in seasonal patterns and modifications to the adjustment procedures in the light of recent experience. Revision also becomes necessary if there have been significant modifications to the basic data, arising from changes in the nature, coverage or methods of reporting and compiling the unadjusted figures.

This article describes revisions to the seasonal adjustment of imports and exports, and explains the general method of adjusting the monthly trade figures.

The introduction of revised seasonal adjustments is a separate matter from the change in the presentation of the monthly totals of imports and exports to a balance of payments basis, which was described in *Trade and Industry* of November 4, 1970. Both changes, however, have been phased to commence with the issue of the trade figures for January 1971. In this article, revised seasonally adjusted values of total imports and exports are shown on both the original 'Overseas Trade Statistics' basis and the balance of payments basis.

The methods of seasonal adjustment of United Kingdom overseas trade figures were first described in the *Board of Trade Journal* on November 6, 1959. A more detailed account was published in 1961 in an OECD technical report entitled 'Seasonal Adjustment on Electronic Computers'. Since that time, the method and the details of the adjustments have been broadly unchanged, apart from some minor alterations introduced in 1968, when the work was transferred to a new computer.

Month to month variation in United Kingdom trade figures

Apart from changes in the underlying trend, the recorded values of United Kingdom trade vary from month to month because of a variety of factors which may be grouped broadly according to whether they are regular or predictable in some sense or irregular and unpredictable. The month by month fluctuations under the first category are those which we seek to remove by the process of seasonal adjustment. The irregular and unpredictable sources of variation remain in the monthly figures after they have been seasonally adjusted. It is the presence of this residual variability which makes it necessary to average at least three months of seasonally adjusted data for comparison with an average in an earlier period in order to assess any change in the underlying trend.

The regular factors which cause month to month variation in the recorded trade figures are firstly, variations in the amount of trade arising from differences in the effective working length of each monthly period of account, and secondly, variation associated with change in the level of trade at different times of the year. In addition to variations in the effective length of the months throughout each year there are also variations from one year to another in the effective length of the same month. Because of this it is necessary to make an adjustment for the effective length of the month of account before applying usual seasonal adjustment procedures. If the accounting months had precisely the same effective length each year, a separate adjustment would not be required and variations of length between different months of the year could be identified as part of the regular seasonal pattern.

Variations associated with seasonal changes constitute the other recurring form of 'regular' variation, and arise from a number of causes, including the effect of winter on some northern sea routes, the lower rate of trading between industrial countries in the summer holiday months and the varied seasonality of trade in food and other crops in the northern and southern hemispheres. These variations are measured by conventional seasonal adjustment techniques from the data itself as explained later. These techniques need to allow for changes in the seasonal pattern from year to year; for example, owing to changes in the commodity and area patterns of trade the seasonal pattern of total trade may change.

Irregular variations in the monthly values of exports and imports arise from a number of causes. Arrivals in and departures from this country of ships carrying merchandise do not proceed smoothly, nor does the associated documentation of exports and imports, with resulting variation in the monthly values of trade. Moreover, the incidence of high value items such as ships and aircraft can cause particular fluctuations. Strikes in industry at home and abroad contribute to fluctuations in United Kingdom trade.

Particularly large variations can arise from the marked disturbances caused by dock or shipping strikes. Such major identifiable causes of abnormal variability in the figures necessitate, before application of the usual seasonal adjustment procedures, the making of special 'prior' adjustments to prevent markedly high or low figures of a month's trade affecting the assessment of the regular seasonal pattern.

The method of seasonal adjustment

The method of removing the seasonal variation from the United Kingdom trade series mainly employs conventional computer routines developed by Julius Shiskin for the Bureau of the Census, United States Department of Commerce, but it is specially designed for the United Kingdom trade series and includes various subroutines which were developed in Statistics Division of the Board of Trade. In its general design, the programme is similar to the United States 'Census Method II' group of programmes, of which the latest most advanced version is the so-called 'X-11'.

The method used in the Department of Trade and Industry has remained largely unchanged since it was introduced in 1959 apart from several improvements introduced in 1968 when the work was transferred to the Leo III computer at the Business Statistics Office. Recent analysis of the method and comparisons with other available seasonal adjustment programmes do not suggest that any change is needed. The changes that have now become necessary do not involve alterations to the computer programmes themselves, but arise from changes in the adjustments to the basic data in regard to effective lengths of month and the incidence of public holidays before the seasonal adjustment process is carried out.

The seasonal adjustment process involves the application of two computer programmes, the first of which provides a full seasonal analysis of up to 15 years of monthly data to determine evolving seasonal paterns up to the most recent year. The second, a shorter programme, uses information from the historical analysis of the first programme and also incorporates the most recent trade figures month by month as these become available.

The second programme helps to keep the measures of seasonality up to date and reduces the revisions that occur when the series is passed through the main analysis again with the most recent 12 months of data added to obtain a revised assessment of the seasonal pattern. Short accounts of these programmes are given in the statistical note at the end of this article.

Preparation of data for analysis

The recorded monthly trade series for analysis (in total, some 150 series of exports and imports) are first made as comparable as possible over an extended period of time by means of the adjustments, the most important of which are described below. These adjustments are designed to make the monthly data comparable in various respects with the continuing series in 1971:

(a) All the export and import figures for years prior to 1959 are adjusted to the 1959 trade classification.

(b) Figures before January 1965 are also adjusted to take account of precious stones, which had been included in the recorded values of exports and imports only from that date.

(c) Imports for all years before 1968 were also adjusted to exclude aircraft bonded spares (for the repair of foreign aircraft in this country) which were excluded from recorded imports from 1968 onwards.

(d) The monthly export and import figures in years to 1970 are revised in respect of new estimates of trade carried by parcel post.

(e) Re-exports ceased to be shown separately from exports from the beginning of 1970. The two series had formerly been seasonally adjusted separately but now have to be adjusted

(*Continued on next page*)

SEASONAL ADJUSTMENT OF
OVERSEAS TRADE FIGURES, *continued*

as a combined series. Before re-analysing the data to assess the seasonal pattern, re-exports are added to exports for all years prior to 1970.

(f) The monthly values of trade are scaled pro-rata to add to the annual values. This adjustment is necessary as recorded monthly values of trade do not add to annual totals because revisions and corrections are not made to the published monthly figures but are incorporated in the cumulative totals during the year. The final annual totals become available about the middle of the following year.

Prior adjustments

Further special 'prior' adjustments are needed to prevent major disturbances to the figures caused by, for example, strikes, the removal of the temporary charge on imports and the devaluation of sterling, influencing the measurement of seasonality. The prior adjustments are taken out of the figures again after the series have been seasonally adjusted so that any major disturbances appear both in the unadjusted and seasonally adjusted figures but do not themselves become modified by the seasonal adjustment process, nor do they bias the adjustments for later years. The advantages of this procedure are obtained even though the prior adjustment cannot always be assessed precisely.

Length of month adjustments

As was mentioned above, the effective lengths of the months of account vary and it is in consequence necessary, as a first step before the seasonal adjustment procedure proper is begun, to standardize the monthly figures. This is done by scaling upwards or downwards so that each month's figure corresponds to the value in a standard month, i.e. a month containing an average number of working days.

Export length of month

Exports recorded in a particular month correspond to export documents received at Customs' Statistical Office during the month of account, which usually ends three or four working days before the end of the calendar month. The flow of export documents, usually lodged after the shipment of goods, is tied fairly closely to working days for two reasons; exporters and export agents tend to lodge documents at a steady rate through the working week; secondly the despatch of documents from Customs Houses at the ports, where they are mostly lodged, to Customs' Statistical Office at Southend, takes place at a fairly steady pace through the working week.

The length of month for exports, as originally calculated when the seasonally adjusted series were first introduced, was on the basis of a six day working week, counting Saturdays as a full working day. Since then, however, the average length of a working week has decreased among exporters and their agents, as well as in the ports. Customs are mainly working a five day week, although some Saturday working continues. The Statistical Office which deals with the processing of the export documents has worked a five-day week for some years and in 1968 the length of month adjustments for exports were re-calculated on that basis. Statistical analysis showed that the residual variability of the export series was reduced by this change.

A study of the flow of export documents to Customs' Statistical Office has shown that there is an above average receipt of export documents on Mondays with lower arrivals on Tuesdays, while Wednesdays, Thursdays and Fridays are about average. A length of month adjustment based on working days with a weight greater than unity for Mondays and less than unity for Tuesdays was tested and found to give still better results than the system giving equal weight to each day and modified adjustments were introduced early in 1969.

Following the identification of some under-recording of exports, an improved system of checking export documents was introduced in August 1969, which has modified the flow of export documents on Mondays and Tuesdays. Recent analysis of the documentary information now available for a sufficient number of months has shown that the differences for Mondays and Tuesdays are now less marked but still significant. Accordingly, the length of month adjustments for exports since August 1969 have been revised to reflect this further slight change.

Import length of month

The system for recording imports is different from exports. A completed import document must be presented to the Custom House at the port of arrival before the goods, whether dutiable or not, can be removed from the docks. When the document is lodged it is date-stamped and sent to the Customs' Statistical Office. Imports in the month of account, which is the same as the calendar month, are taken to be those covered by documents received by the Statistical Office up to the third working day of the following month which bear a date stamp relating to the month in question. Any documents arriving later than this are included in the following month's figures. From these arrangements is might be surmised that the recording of imports is not closely tied to a normal working week but is related to the pattern of dock working which may be different, since perishable cargoes or bulk cargoes such as oil may be unloaded outside the normal working week.

When the seasonally adjusted figures were first introduced, the adjustment for length of month was based on the assumption that as ships could arrive in United Kingdom ports on any day of the month, including holidays and Sundays, the flow of import documents was, on average, spread evenly over the month. Thus the length of each month was taken to be the number of days in the calendar month, except that when a Sunday and/or a public holiday occurred in the last four days of the month, one or two days were carried over into the following month (to allow for the greater gap between the ship arrivals and the receipt of documents at Customs' Statistical Office).

However, recent analysis of the daily flow of import documents received at Customs' Statistical Office shows that it is almost constant from Tuesday to Friday, with receipts on Mondays being somewhat higher, reflecting documents despatched on Saturday as well as on Friday. This suggests that the flow of documents is more closely associated with work done in the docks rather than with the arrival of ships. Further, the analysis of the flow of documents after extended public holidays such as Easter and Christmas points in the same direction.

The appropriate length of import month was obtained by testing statistically seasonally adjusted series in which various different length of month adjustments were used. The method now adopted in the light of these tests assumes that the effective length is measured by the number of days in each calendar month, excluding Sundays and Bank Holidays, with each working weekday given a weight of one and each Saturday a weight of $\frac{1}{2}$ until 1965 and a weight of $\frac{1}{4}$ thereafter.

Adjustments for Easter and Christmas

The length of month adjustments for imports described above exclude Bank Holidays as non-working days in determining the effective length of the month of account. It was found, however, after the application of the length of month adjustments and removal of the seasonal pattern that some residual variation in the import figures appeared to be associated with the date of Easter and the day of the week on which Christmas Day happened to fall.

The influence of the Easter holiday (in this country and abroad) on the United Kingdom imports varies from year to year. There are effects in both March and April which are not fully taken account of by the working day adjustments. An analysis of the data showed that a further allowance is required to apportion the effect of the Easter holiday between the two months. This is more important when Easter falls at the end of March or the beginning of April. Since Christmas falls near to the end of the month, the day of the week on which Christmas Day occurs can affect the arrival pattern of imports and import documents differently in different years. An adjustment similar to that for Easter is sometimes needed to apportion the holiday effect appropriately between December and January. The further allowances for Easter and Christmas are taken into account by modifying the length of month adjustments for imports. The effects of these holidays are less apparent for exports, upon which the holidays abroad have little impact, and those at home are taken into account by the normal length-of-month adjustments based on working days.

The effect of the adjustments

The effects of the new adjustments for exports and imports are illustrated at Chart A and shown numerically in Tables 4 and 5. The smoothing effect of the length of month and seasonal adjustments is clearly seen in the chart. While there is clearly a marked reduction in the variability of the two series, the final seasonally adjusted monthly figures still remain quite variable. As shown in column 6 of Tables 4 and 5, the residual variability differs from month to month and the standard deviation for all months is 2 per cent for exports and $1\frac{1}{2}$ per cent for imports. This means that

apart from extreme fluctuations caused by serious disturbances, about two-thirds of the monthly figures of exports will fall within a range of 2 per cent above or below their underlying trend and two-thirds of the import figures within a range of plus or minus 1½ per cent about the import trend. About one-third of the monthly values may fall further from the trend and differences of up to 3 or 4 per cent are not uncommon. Variations from one month to another can often be greater than this. Apart from major disturbances, about one in ten of the monthly figures of total exports and imports can differ from the previous month's value by as much as 5 or 6 per cent respectively.

The figures in Tables 4 and 5 also illustrate the relative importance of the length of month adjustments and the seasonal adjustments in reducing the original variability of the unadjusted series in column 1 to the residual variation in column 5. These show that the length of month adjustments for exports are rather less important than the seasonal adjustments. For imports, however, it is clear that the adjustments for the length of the month of account remove a greater part of the overall variability of the series than the seasonal adjustments. The greater importance of the length of month adjustments for imports than for exports is due to the greater variation in the number of working days in the import than the export month of account. The export month is arranged not to vary more than from 20 to 22 working days but for imports, the effective length of month based on the calendar month less non-working days can vary from about 20 to 24 working days.

In the right hand column of Tables 4 and 5, the residual variation of the seasonally adjusted series is compared with that of the former series. For imports, columns 6 and 8 of Table 5 show that the residual variability for the months April, May, June and September, affected by the Easter, Spring (formerly Whitsun) and Summer Bank holidays has been markedly reduced by the new adjustments, and there is an improvement in practically every month. For exports, there is no reduction in residual variability but the comparison at Table 4 is not entirely like with like, since the important changes in the series (inclusion of re-exports), together with larger than average random fluctuations in 1970 have offset the minor smoothing effect of the small change in the length of month adjustments for exports since August 1969.

A visual representation of the difference in the new and the former adjustments of total exports and imports is at Chart B. This compares the new seasonally adjusted figures with those on the former basis for the period 1968 to 1970. It is clear from the chart (disregarding the figures in the second half of 1970 which were distorted by the United Kingdom dock strike) that the new figures for imports are less variable than the original ones; for exports there is no very obvious smoothing from the slight changes to the length of month adjustments since August 1969.

The monthly seasonally adjusted values of exports and imports are still quite irregular and fluctuate sharply. Because of this, rather more significance applies to the quarterly changes and the revised quarterly estimates are shown back to 1963. Before that time, revisions are less significant.

Revised seasonally adjusted series

Table 1 shows revised quarterly figures of total exports and imports f.o.b. on a balance of payments basis from 1963 to 1970 obtained by using the new seasonal adjustments, and the resulting figures for the visible balance. As the visible balance is the difference between two large but variable figures, it is liable to substantial monthly fluctuations and even the quarterly figures show some erratic movement.

Revised seasonally adjusted figures for exports and imports on the Overseas Trade Statistics basis are shown for exports at Table 2 and imports at Table 3. These tables also show the various adjustments to convert the figures on the Overseas Trade Statistics basis to the balance of payments basis shown in Table 1. (The latter is now the main form of presentation of the export and import totals in the monthly press release on United Kingdom trade.)

Altogether some 150 series of exports and imports have had the various revisions incorporated and new seasonally adjusted estimates have been prepared. In Tables 6 to 9, 40 of the main series are shown on the revised basis for the years 1968-1970. Seasonally adjusted figures for earlier periods and monthly figures, if required, are available on request to Economics and Statistics Division, Department of Trade and Industry, Room 236, 1 Victoria Street, London, S.W.1. The latest monthly seasonally adjusted figures for these and the other tables in this article appear in the article on United Kigdom trade in January 1971, published in this issue on page 334.

The seasonal patterns

At Chart C are shown the seasonal patterns of total exports and imports in 1963 and 1970. These illustrate the fact that there is some measure of general stability in the overall seasonal patterns over the years but that some significant shifts have developed. For imports, August and October have become lower in 1970 than they were in 1963 and the seasonal pattern of February and April somewhat higher. For exports, April and May have tended to become seasonally less high than in 1963, while exports in January, February and November have shown some increase in seasonal activity.

The seasonal patterns for 1970 in Chart C can only give an approximate guide to the pattern for 1971. It is not possible to

(*Continued on next page*)

Table 1. Revised seasonally adjusted values of United Kingdom visible trade on balance of payments basis

£ million

	Exports fob	Imports fob	Visible balance
1963 1st quarter	1,032	1,028	+ 4
2nd quarter	1,062	1,070	- 8
3rd quarter	1,084	1,108	- 24
4th quarter	1,104	1,156	- 52
1964 1st quarter	1,102	1,234	- 132
2nd quarter	1,134	1,227	- 93
3rd quarter	1,109	1,252	- 143
4th quarter	1,141	1,292	- 151
1965 1st quarter	1,164	1,204	- 40
2nd quarter	1,175	1,259	- 84
3rd quarter	1,221	1,285	- 64
4th quarter	1,257	1,306	- 49
1966 1st quarter	1,266	1,339	- 73
2nd quarter	1,234	1,303	- 69
3rd quarter	1,305	1,349	- 44
4th quarter	1,377	1,264	+113
1967 1st quarter	1,367	1,406	- 39
2nd quarter	1,314	1,404	- 90
3rd quarter	1,289	1,383	- 94
4th quarter	1,152	1,481	- 329
1968 1st quarter	1,526	1,690	- 164
2nd quarter	1,487	1,699	- 212
3rd quarter	1,616	1,764	- 148
4th quarter	1,644	1,763	- 119
1969 1st quarter	1,642	1,769	- 127
2nd quarter	1,746	1,794	- 48
3rd quarter	1,829	1,794	+ 35
4th quarter	1,844	1,845	- 1
1970 1st quarter	1,926	1,869	+ 57
2nd quarter	1,962	1,999	- 37
3rd quarter	1,870	1,942	- 72
4th quarter	2,133	2,072	+ 61

Table 2. Exports

Seasonally adjusted values† £ million per month

	Overseas Trade Statistics basis (fob)	Coverage adjustments	Net allowance for factors affecting recording	Balance of payments basis (fob)
1969	612	-27	+ 4	588
1970	672	-28	+13	658
1969 1st quarter	562	-26	+12	547
2nd quarter	600	-30	+12	582
3rd quarter	640	-24	- 6	610
4th quarter	645	-27	- 3	615
1970 1st quarter	655	-26	+13	642
2nd quarter	669	-29	+13	654
3rd quarter	638	-27	+13	623
4th quarter	726	-30	+15	711

† Components and totals rounded independently.

SEASONAL ADJUSTMENT OF OVERSEAS TRADE FIGURES. *continued*

Table 3. Imports

Seasonally adjusted values† £ million per month

	Overseas Trade Statistics basis	Adjustments to balance of payments basis				Balance of payments basis
		US military aircraft		Freight, insurance and other valuation adjustments	Coverage adjustments	
	(cif)	Arrivals	Payments			(fob)
1969	693	-16	+ 5	-68	-14	600
1970	754	- 2	+ 1	-78	-18	657
1969 1st quarter	674	-17	+11	-68	-10	590
2nd quarter	699	-22	+ 5	-68	-16	598
3rd quarter	695	-16	+ 1	-68	-14	598
4th quarter	703	- 8	+ 3	-68	-15	615
1970 1st quarter	716	- 2	+ 0	-71	-19	623
2nd quarter	762	- 3	+ 0	-77	-16	666
3rd quarter	741	- 1	+ 2	-79	-16	647
4th quarter	799	- 2	+ 1	-86	-22	691

† Components and totals are rounded independently.

publish in advance the seasonal factors which will be applied because the values of trade in 1971 as they become available will be included in an up-to-date assessment of the seasonal factor for each month.

STATISTICAL NOTE

Main seasonal adjustment programme (general description)

(a) Monthly trade figures adjusted over time for comparability and scaled to add to the final revised annual totals are fed into the computer on punched tape.

(b) Length of month adjustments are also supplied as part of the computer input. One set of adjustments is used for all export series and a separate set for all import series.

(c) Any prior adjustments for major disturbances are also supplied on the input tape. The computer is then ready to carry out the analysis.

(d) The computer adds the prior adjustments to the monthly values of trade and retains them in its memory for removal from the series at a later stage. The adjusted values of trade are referred to as the 'primary values'.

(e) The primary values are multiplied by the length of month factors to adjust these to a month of average length; these are the 'standard month values.'

Seasonal adjustment process – first iteration

(a) A centred 12-month moving average trend is fitted to the standard month values of trade. The six observations normally missing at the ends of the 12-month moving average series are estimated by a special method of trend extension.

(b) Each standard month value is expressed as a percentage ratio of the trend estimate for that month.

(c) These monthly percentage ratios are arranged serially in monthly sets (i.e. one set for each month with up to 15 in each set depending upon the number of years available).

(d) A seven term moving average is fitted to each monthly set of ratios. The three estimates normally missing at each end of the moving average are obtained by first extending the set of ratios at the beginning and end by including the means of the first or last three ratios as extra observations before the seven term moving average is calculated. This process provides a first approximation to the moving seasonal factor.

(e) The ratios for a given month are then compared with the approximate moving season factor for that month and certain of these ratios may be identitfied as 'extremes' (untypical of the others). Each extreme ratio is amended by replacing it by the mean of the extreme ratio and its two nearest ratios on either side.
This is an automatic computer operation, similar in purpose to, but not the full equivalent of, the treatment of major irregularities in the series by means of prior adjustments. It deals with lesser irregularities than those major ones, for which the effects have been specially estimated.

(f) A weighted moving average is fitted to each monthly set of ratios including the modified ones. This provides the preliminary moving seasonal factors. The weights of the moving average are such as to allow more influence to the ratios of the years near to and including the one for which the estimate is being calculated. In practice a seven-term moving average is fitted to an extended set of the ratios (as described at (d) above) and then a five-term moving average is fitted to the resulting series also extended in a similar manner to that described at paragraph (d). This so-called 'seven by five' moving average produces an effective weight pattern for an estimate near the middle year of the series of the form 1/35 (1, 2, 3, 4, 5 , 5, 5, 4, 3, 2, 1).

(g) The preliminary moving seasonal factors are now divided into the standard month values to produce the initially seasonally adjusted series.

Second iteration

(a) A second more flexible trend is computed by application of Spencer's 15-term moving average formula to the monthly values forming the preliminary seasonally adjusted series. The weights of the Spencer formula are: 1/320 (−3, −6, −5, 3, 21, 46, 67, 74, 67, 46, 21, 3, −5, −6, −3). In order to deal with the seven observations that would normally be missing from a 15-term moving average, the initially seasonally adjusted series is extended by including the means of either the first four or last four values as seven extra observations at each end of the series before fitting the Spencer moving average. The fitting of this moving average produces a smooth curve which follows the data better than the original 12-month moving average.

(b) All the processes described at (b) to (f) in the first iteration are repeated but with the various ratios measured about the new estimate of trend. This provides the final moving seasonal factors.

(c) The final moving seasonal factors are now divided into the standard month values to obtain the final seasonally adjusted series.

(d) In general, this seasonally adjusted series does not quite add up to the original totals for each year and the monthly values are adjusted pro-rata to make them add correctly to the annual totals. This series is referred to as the 'year-adjusted final seasonally adjusted series.'

(e) A final weighted trend is fitted to the year-adjusted deseasonalized series, again using the 15 term Spencer formula. This is the estimate plotted on charts as the underlying trend of the series. It should be noted that this trend, as with the earlier trends calculated by the computer, is fitted to seasonally adjusted data that still includes the prior adjustments (i.e. serious distortions have been largely rectified by the prior

Table 4. Variation of total exports

Measures of variation of total exports in terms of percentage differences from trend of unadjusted and seasonally adjusted monthly values

	Unadjusted Values (†)		Reduction in Variation due to: (‖)		Adjusted Values			
					New Adjustments		Previous Adjustments	
	Variation (‡)	Standard Deviation (§)	Length of Month Adjustments	Seasonal Adjustments	Residual Variation (¶)	Standard Deviation (§)	Residual Variation (¶)	Standard Deviation (§)
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
January	14·1	3·7	7·6	1·0	5·5	2·3	6·3	2·5
February	13·6	3·7	7·7	1·5	4·4	2·1	4·0	2·0
March	43·6	6·6	19·3	21·3	3·0	1·7	2·6	1·6
April	19·3	4·4	8·5	6·6	4·2	2·1	3·3	1·8
May	50·1	7·1	6·4	38·6	5·1	2·3	2·6	1·6
June	14·4	3·8	11·4	0·3	2·7	1·6	2·3	1·5
July	9·8	3·1	0·7	0·1	9·0	3·0	8·1	2·8
August	55·8	7·5	4·0	46·0	5·6	2·4	5·5	2·3
September	112·8	10·6	10·9	98·9	3·0	1·7	2·6	1·6
October	14·9	3·9	11·3	1·5	2·1	1·4	2·5	1·6
November	48·0	6·9	10·0	34·0	4·0	2·0	5·2	2·3
December	5·2	2·3	1·1	0·2	3·9	2·0	3·4	1·8
All months	33·5	5·8	8·9	20·3	4·4	2·1	4·0	2·0

(†) Measures of variation exclude major sources of distortion due to special factors such as strikes. They attempt to measure average 'normal' variation.
(‡) The 'Variation' is the mean square of the percentage differences between the unadjusted values of trade, and the underlying trend.
(§) The 'Standard Deviation' is the square root of the measure of variation in the preceding column.
(‖) Part of the variation in the unadjusted values arises jointly from the length of month and the seasonal variations. This 'cross-product' term is allocated *pro rata* to the reductions in variation in columns (3) and (4).
(¶) The 'Residual Variation' is the mean square of the percentage difference between the seasonally adjusted values and the underlying trend. This figure in column (5) is the original variation in column (1), less the variation explained by length of month and seasonal adjustments shown in columns (3) and (4).

able 5. Variation of total imports

easures of variation of total imports in terms of percentage differences from trend of unadjusted and seasonally adjusted monthly values

	Unadjusted Values (†)		Reduction in Variation due to (‖):		Adjusted Values			
					New Adjustments		Previous Adjustments	
	Variation (‡)	Standard Deviation§	Length of Month Adjustments	Seasonal Adjustments	Residual Variation (¶)	Standard Deviation (§)	Residual Variation (¶)	Standard Deviation (§)
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
nuary	60·3	7·8	48·6	9·5	2·2	1·5	5·8	2·4
ebruary	41·7	6·5	38·1	2·3	1·3	1·1	3·6	1·9
arch	21·1	4·6	11·2	8·4	1·5	1·2	2·2	1·5
pril	12·4	3·5	6·7	4·8	0·9	0·9	3·4	1·8
ay	28·3	5·3	21·3	5·6	1·4	1·2	5·0	2·2
ne	17·7	4·2	14·9	0·7	2·1	1·4	8·0	2·8
ly	15·7	4·0	11·1	2·6	2·0	1·4	2·6	1·6
ugust	32·2	5·7	8·5	21·9	1·8	1·4	1·8	1·3
ptember	38·6	6·2	8·8	28·8	1·0	1·0	2·1	1·4
tober	22·7	4·8	17·9	0·8	4·0	2·0	5·0	2·2
ovember	5·5	2·3	3·4	0·6	1·5	1·2	2·0	1·4
ecember	22·4	4·7	15·2	3·1	4·1	2·0	5·7	2·4
l months	26·6	5·1	16·9	7·7	2·0	1·4	3·9	2·0

r notes, see Table 4.

(*Continued on next page*)

SEASONAL ADJUSTMENT OF OVERSEAS TRADE FIGURES, *continued*

adjustments). Consequently, the trend estimate does not reflect such large distortions as appear in the unadjusted series and in the published seasonally adjusted figures (see following note).

(f) The last process is for the computer to subtract the prior adjustments from the final year-adjusted deseasonalized series. This series is the one that is published; it correctly shows the major distortions in the seasonally adjusted series, but the process of taking them out of the series for the seasonal analysis and replacing them afterwards prevents them from causing serious biases in the estimates of the seasonal factors and also prevents the distortions themselves being modified by the seasonal adjustment procedure.

General features of programme

In addition to the above operations, the computer programme calculates various statistical measures at certain stages of the analysis as a means of assessing the variability of the original data, and of the resulting seasonally adjusted series. It also provides various statistical tests for the presence of seasonality and of changes in the seasonal pattern. Among these measures are estimates of the residual variability of each month of the series as shown at column 6 of Tables 4 and 5. These form the basis of the computer's automatic method of identifying 'extreme' observations. Depending on the variability of each month, control limits based mainly on twice the standard deviation of the residual variation, are fixed which decide whether a particular ratio (standard month value as per cent of trend) requires to be modified before the moving seasonal factor is calculated.

The United Kingdom trade seasonal adjustment programme is one particular computing routine out of a more general seasonal adjustment programme on the Business Statistical Office LEO II computer. Various options in the general programme may be varied by the user to obtain moderately different seasonal analyses as considered appropriate to the particular nature of the series to be analysed and adjusted.

Monthly 'updating' programme (continuing monthly analysis)

An important feature of the United Kingdom trade seasonal adjustments is the continuous process of re-assessing the seasonal pattern as the new monthly values become available. This is effected by means of the subsidiary computer programme, which is mainly based on information taken from the main computer analysis but also requires as input the length of month factors and any prior adjustments as well as the recent monthly values of trade.

Table 6. Exports: areas

(Overseas Trade Statistics basis)

Seasonally adjusted values — £ million fob per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World
			Total	EEC	EFTA				
1968 1st quarter	519	152	190	104	69	96	19	19	44
2nd quarter	510	146	190	103	70	92	19	19	44
3rd quarter	552	151	206	109	79	103	18	19	53
4th quarter	563	154	215	116	78	102	21	20	54
1969 1st quarter	562	156	218	116	82	92	18	18	59
2nd quarter	600	170	230	122	87	106	19	17	58
3rd quarter	640	173	254	135	95	108	21	20	62
4th quarter	645	181	256	137	96	101	24	21	63
1970 1st quarter	655	178	265	139	103	106	22	23	63
2nd quarter	669	186	276	146	107	98	24	22	61
3rd quarter	638	171	272	146	104	100	22	20	53
4th quarter	726	208	296	156	115	108	26	22	65

Table 7. Exports: commodity classes

(Overseas Trade Statistics basis)

Seasonally adjusted values — £ million fob per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1968 1st quarter	519	36	18	13	439	217	146	50	20	48	62	25	85	15
2nd quarter	510	32	19	12	429	210	139	54	14	50	59	24	87	17
3rd quarter	552	39	19	16	461	223	146	57	16	52	64	27	96	16
4th quarter	563	37	20	15	475	235	147	59	25	53	63	27	97	16
1969 1st quarter	562	33	19	15	478	228	148	61	22	53	65	28	102	17
2nd quarter	600	39	21	15	509	251	156	68	27	56	66	30	108	16
3rd quarter	640	39	22	14	546	268	169	70	26	60	74	31	115	18
4th quarter	645	41	22	14	552	264	176	66	32	62	77	32	117	17
1970 1st quarter	655	41	22	17	559	269	179	69	22	63	78	33	113	20
2nd quarter	669	41	23	16	567	273	181	67	23	65	84	33	113	22
3rd quarter	638	41	21	18	536	262	179	65	17	62	76	31	105	21
4th quarter	726	48	25	18	608	296	201	77	21	72	82	35	123	23

The steps involved in this monthly routine are described below:

(a) *Prior adjustments*

If trade in the month of account has been affected by a major disturbance, a prior adjustment may be added temporarily to the recorded value reported by Customs. (As explained in connection with the main programme, any prior adjustment is subtracted again at a later stage.) The adjustment is determined so far as possible by reference to independent information of the extent of the disturbance and may also be approximately gauged by the relationship of the recorded value to the recent trend. An approximate assessment of the magnitude of the disturbance serves to prevent it causing a serious bias in the current and future seasonal adjustments.

(b) *Adjustment for imports on consignment*

In the case of imports a downward adjustment averaging £3 million a month is applied to the recorded value to take account of the fact that revisions to the cumulative total of imports in the Overseas Trade Statistics are invariably downwards and in recent years have been running on average at about £3 million a month or £36 million for the year as a whole (see Table 10).

This adjustment is necessary to neutralize the regular tendency for the 12 recorded monthly values of imports to add to more than the annual totals. This arises mainly from initially high valuation of some items of imports on consignment, especially perishable foodstuffs, fruit, etc., which have to have a temporary valuation placed on them until they are sold in the United Kingdom, when a final realized value becomes available for notification to Customs. When final valuation is agreed, the corrections are included in the running cumulative totals in the Overseas Trade Statistics but the recorded monthly figures are not amended. The deduction of £3 million a month from the import total is an initial adjustment for this factor, which is eventually correctly taken into account when the final total for the year is available. (The general question of revisions is discussed more fully below.)

(c) The standard month value is obtained by multiplying the primary value by the length of month adjustment.

(d) The standard month value is initially seasonally adjusted

(*Continued on next page*)

Table 8. Imports: commodity classes

(Overseas Trade Statistics basis)

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968 1st quarter	644	637	167	69	268	96	34	139	130	124	10
2nd quarter	644	635	154	78	276	103	33	140	123	115	11
3rd quarter	669	657	153	78	285	103	36	146	144	132	10
4th quarter	676	654	159	76	280	101	36	142	153	132	8
1969 1st quarter	674	657	160	78	286	104	36	146	141	124	6
2nd quarter	699	677	165	75	292	104	39	149	158	136	8
3rd quarter	695	680	157	73	303	104	39	159	155	139	8
4th quarter	703	695	161	76	304	104	41	159	157	150	7
1970 1st quarter	715	714	168	72	307	109	43	155	159	158	9
2nd quarter	762	759	169	75	332	119	43	170	175	172	9
3rd quarter	741	740	170	83	312	108	45	159	169	169	8
4th quarter	799	797	177	85	340	119	50	171	186	184	10

Table 9. Imports: areas

(Overseas Trade Statistics basis)

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1968 1st quarter	644	637	183	239	132	125	25	25	44
2nd quarter	644	635	190	229	123	115	27	24	48
3rd quarter	669	657	191	243	134	123	27	25	48
4th quarter	676	654	187	249	137	116	28	26	48
1969 1st quarter	674	657	203	245	123	106	31	31	44
2nd quarter	699	677	194	248	154	132	29	25	48
3rd quarter	695	680	201	253	136	121	31	27	47
4th quarter	703	695	203	264	133	126	28	27	48
1970 1st quarter	715	714	199	268	152	150	26	29	45
2nd quarter	762	759	203	280	169	166	31	30	51
3rd quarter	741	740	208	285	143	142	26	28	51
4th quarter	799	797	211	307	156	154	26	35	58

SEASONAL ADJUSTMENT OF OVERSEAS TRADE FIGURES, *continued*

by application of the seasonal factor for the same month of the previous year. This provides a first approximation to the seasonally adjusted value for the current month.

(e) The trend is estimated by means of the Spencer 15-term formula. Before fitting the 15-term moving average, it is necessary to extend the seasonally adjusted values of trade for seven further months. For these months the seasonally adjusted values are assumed to continue at the same level as the average of the last four months, including the current month, for which seasonally adjusted values are available.

(f) The standard month value is divided by the trend estimate at step (e) to obtain the percentage ratio for the current month, which, as explained below, is averaged with similar ratios for the same month in previous years to obtain the current seasonal adjustment factor.

(g) The ratio is first compared with the control limits obtained from the main computer programme for the month in question in order to determine whether it is an extreme observation, in which case the computer automatic method of modification operates. (An observation cannot be an extreme, however, if the prior adjustment procedure is followed.) If the ratio is identified as an extreme it is replaced by the average of itself and the ratios for the same month in the three preceding years.

(h) The moving seasonal adjuster is calculated in the same way as in the main programme with the application of a weighted 11-term (5 x 7) moving average to the set of ratios for the particular month. In order to do this, the set has to be extended and the mean of the last three ratios in the series is assumed for the five additional observations. The moving average is then applied to this extended set to obtain the estimate of the seasonal adjustment factor for the current month.

(i) The seasonal factor so found is divided into the standard month value to obtain the seasonally adjusted value of trade (still including any prior adjustment).

(j) Finally any prior adjustment added into the series at step (a) is taken out of the series to obtain the final deseasonalized value.

Effect of updating

The object of the monthly programme is to keep the seasonal adjustments as up to date as possible. This also has two advantages. It tends to reduce the month by month fluctuation in these variable series, and also has the effect of reducing revisions to the series on a full computer re-run on the main programme.

Seasonal adjustments of main components of trade

The main components of trade for commodities and areas are seasonally adjusted separately from the totals of imports and exports. This has the result that seasonally adjusted imports and exports by main areas and commodity classes often do not add precisely to the same figure as the independently seasonally adjusted values of total trade. The differences between the totals of the areas, the totals of commodities and the independent trade totals are usually relatively small.

Revisions

There is a need to take into account continuing sources of amendment to the recorded and seasonally adjusted values of trade.

These may conveniently be considered in relation to the timing of their appearance in the published figures.

(a) Monthly

The monthly recorded figures first received and used to obtain the seasonally adjusted figures published in the monthly press releases and articles in *Trade and Industry*, are provisional and are revised, sometimes by several £ million, when the Overseas Trade Statistics for the month are issued some time after the press release. These revisions are carried through to the seasonally adjusted figures published the following month.

(b) Quarterly

(i) Each quarter, the seasonally adjusted values of trade are scaled up or down to allow for the difference between the sum of the three recorded monthly figures and the increase between the beginning and the end of the current quarter in the cumulative figures from the Overseas Trade Statistics. For exports the seasonally adjusted monthly figures are adjusted pro-rata to allow for this difference. For imports most of the difference will already have been anticipated by the downward adjustments to the monthly figures described above.

(ii) Various estimates of adjustments to visible trade to bring these to a balance of payments basis (see Tables

(*Continued on page* 333)

Table 10. Revisions to recorded values of exports and Imports

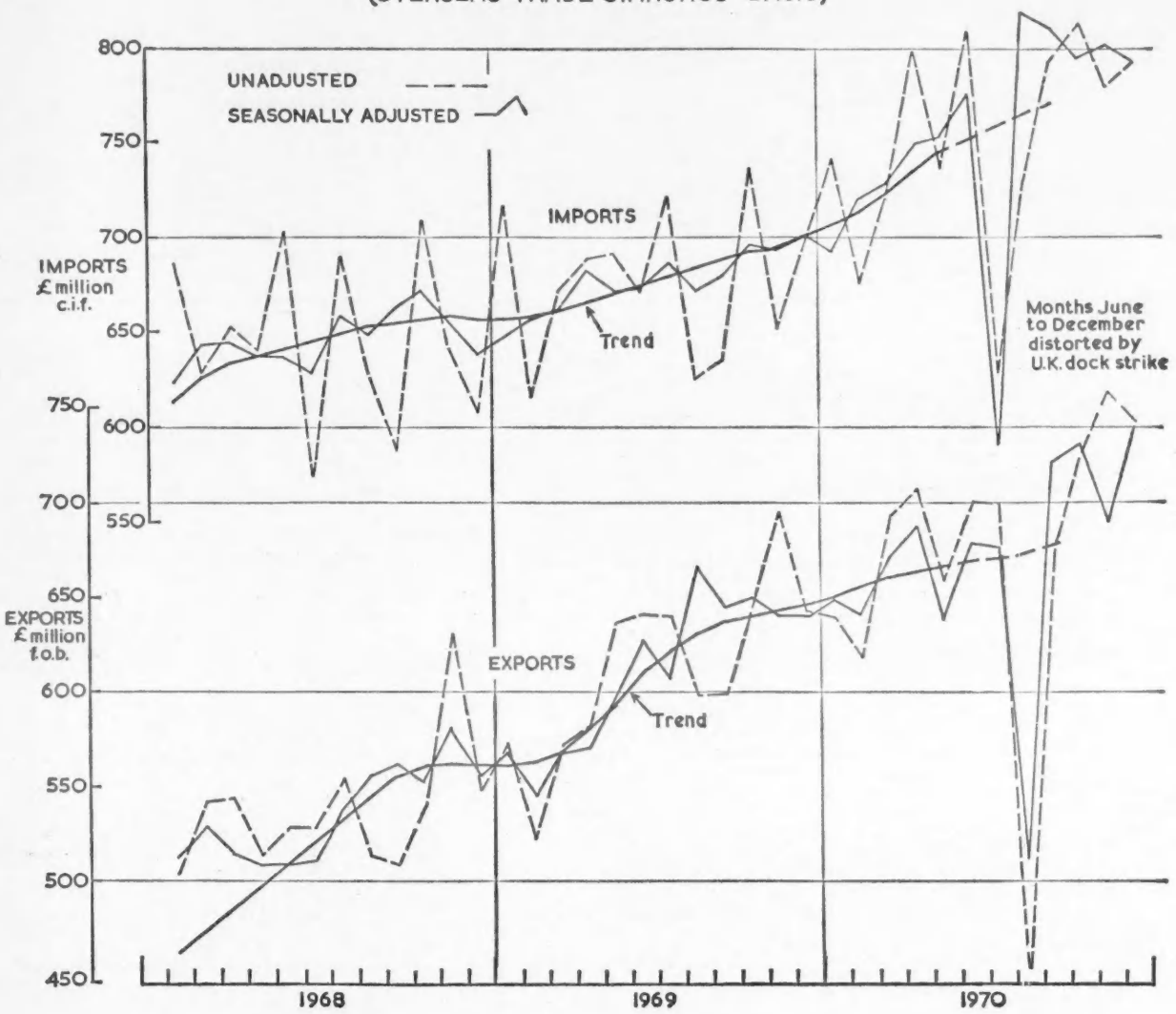
	Sum of Monthly Figures	Cumulative Total in December 'Overseas Trade Statistics'	Final Year Total in 'Annual Statement of Trade'	Revisions to Annual Totals†‡	
				Available with December 'Overseas Trade Statistics'	Available in following mid-year
	(1)	(2)	(3)	(4) (2)–(1)	(5) (3)–(2)
EXPORTS	£ million fob				
1965	4,891	4,897	4,901	+ 6	+ 4
1966	5,236	5,236	5,241	0	+ 5
1967	5,191	5,210	5,214	+19	+ 4
1968	6,387	6,394	6,402	+ 7	+ 8
1969	7,289	7,298	7,300	+ 9	+ 2
1970	8,069	8,063	n/a	- 6	n/a
Average (monthly rate)				+ 6 (+ ½)	+ 5 (+ ½)
IMPORTS (including US military aircraft, etc.)	£ million cif				
1965	5,777	5,763	5,751	- 14	- 12
1966	5,984	5,954	5,947	- 30	- 7
1967	6,472	6,442	6,434	- 30	- 8
1968	7,932	7,899	7,890	- 33	- 9
1969	8,352	8,315	8,306	- 37	- 9
1970	9,107	9,051	n/a	- 56	n/a
Average (monthly rate)				- 33 (- 3)	- 9 (- ¾)

(†) The sign of the revisions shows the direction of the adjustment towards correct monthly figure.
(‡) The average revisions in column (5) are included with those of column (4) in arriving at the visible balance shown in the December Press Notice.

SEASONAL ADJUSTMENT OF OVERSEAS TRADE FIGURES, *continued*

SEASONALLY ADJUSTED AND UNADJUSTED
MONTHLY VALUES OF IMPORTS AND EXPORTS
(OVERSEAS TRADE STATISTICS BASIS)

CHART A



(*Continued on next page*)

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SEASONAL ADJUSTMENT OF OVERSEAS TRADE FIGURES, *continued*

CHART B

SEASONALLY ADJUSTED MONTHLY VALUES
OF EXPORTS AND IMPORTS COMPARING THE OLD
SERIES WITH THE NEW
(OVERSEAS TRADE STATISTICS BASIS)

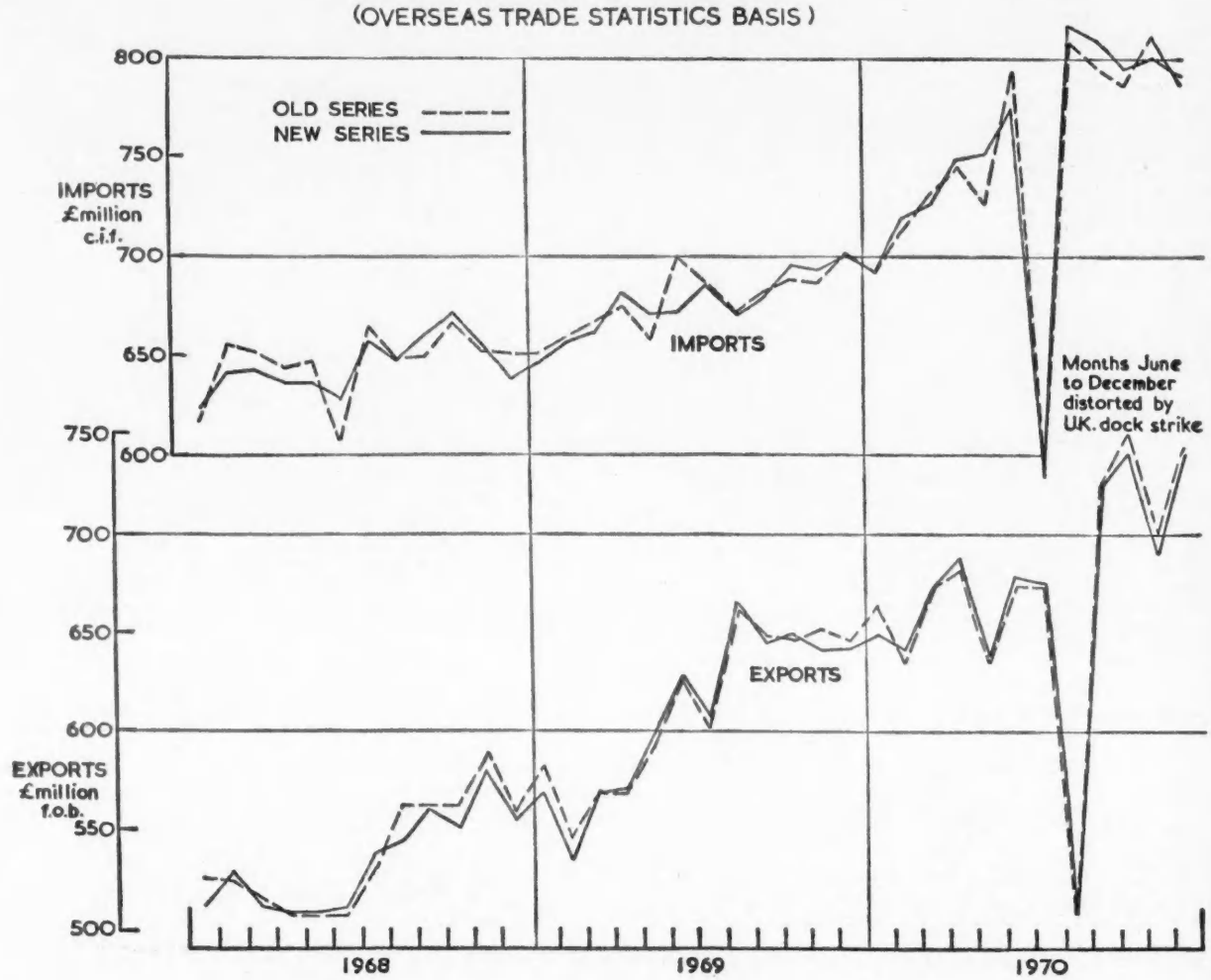

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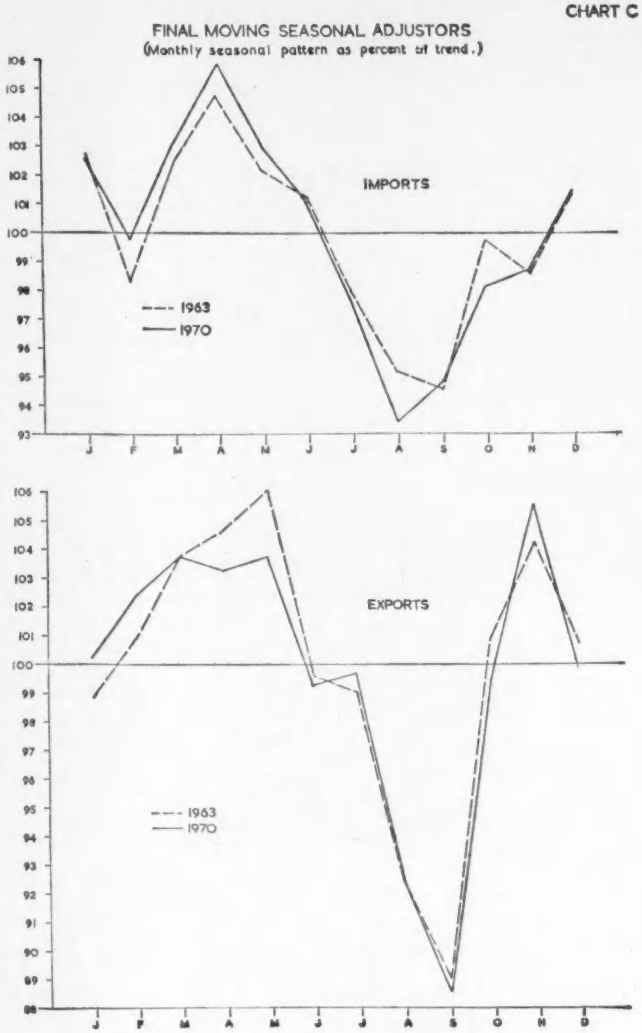
CHART C



2 and 3) are also provisional the first time that the monthly figures appear. These also are subject to re-veisions which are brought into account quarterly when the visible balance is included in the published balance of payments estimates.

(c) Annually

At the end of the year further revisions are necessary to make the seasonally adjusted values of trade add correctly to the best estimates of the annual totals of exports and imports. The adjustment consists of a pro-rata scaling up or down of the 12 monthly figures as necessary.

The lack of agreement between the sum of the seasonally adjusted values and the annual totals arises from three sources:

(i) At the end of the year the recorded values of trade become available and the full extent of the difference between the sum of the 12 monthly figures and the provisional annual cumulative total becomes known. Large revisions can occur in the December cumulative total, especially for imports, and these are spread over all months.

(ii) With a model of moving multiplicative seasonal adjustment, it is not possible to ensure in advance that the seasonally adjusted figures that arise from the process will add exactly to the total of the recorded figures on which the adjustment was performed. Depending on many factors, including the rate of growth of trade and the particular monthly pattern in the year, the seasonally adjusted values may add to a total larger or smaller than the annual totals. Usually the scaling adjustment due to this factor (i.e. quite apart from the difference arising at (i) above) is small, about £2 or £3 million a month.

(iii) In order to prepare best estimates of the visible balance for the year, anticipatory adjustments to the annual totals of trade are included to take into account final revisions to the recorded values of imports and exports as they will appear in the Annual Statement of Trade. These final estimates which give rise to further small revisions become available about the following May. In recent years the changes from the provisional annual totals have shown a fairly stable pattern (see Table 10).

Future revisions

The monthly, quarterly and annual revisions as described above will continue. In addition, the main trade series will be re-analysed by the main computer programme in June when the final totals for the previous year become available. This will provide a better estimate of the current adjustments, and revised estimates of total trade and the visible balance will be introduced as necessary with the figures for July. For the more detailed components of trade, the re-analysis will normally be carried out later and revisions will be incorporated with the end-year scaling adjustments.

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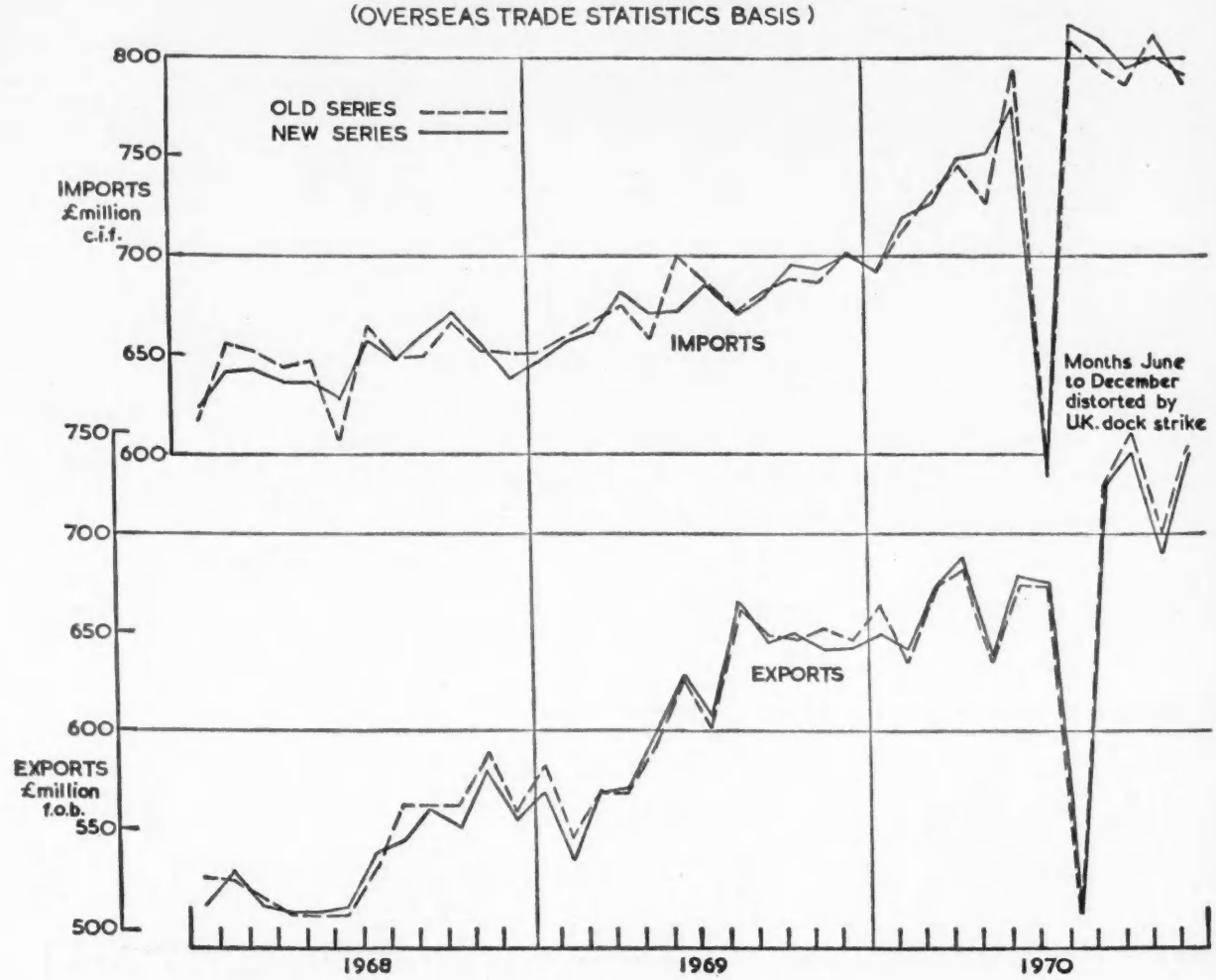
SEASONAL ADJUSTMENT OF OVERSEAS TRADE FIGURES, *continued*

CHART B

SEASONALLY ADJUSTED MONTHLY VALUES OF EXPORTS AND IMPORTS COMPARING THE OLD SERIES WITH THE NEW (OVERSEAS TRADE STATISTICS BASIS)



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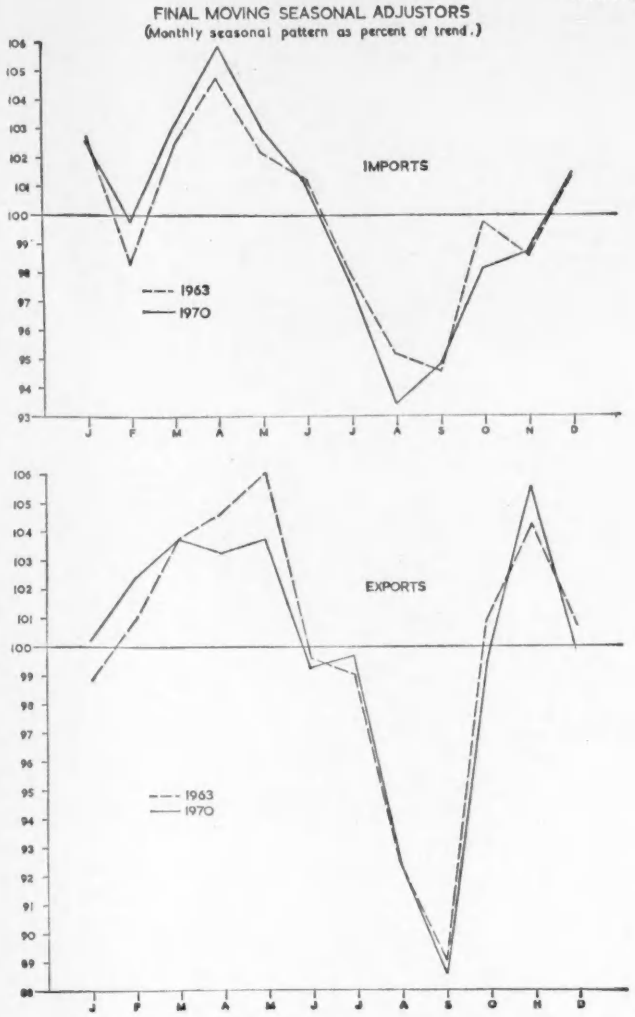

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United Kingdom trade in January

General assessment

IN JANUARY the recording of both exports and imports was affected by the postal strike, which delayed some documents. On the basis of the figures brought into account, there was a deficit on visible trade of £11 million, seasonally adjusted. In the three months November to January there was a surplus of £7 million a month (the December balance was particularly favourable). With net earnings from invisibles estimated to be running at about £50 million a month, the current account over these three months was therefore in surplus by upwards of £50 million a month.

Table 1. Visible trade on balance of payments basis

Seasonally adjusted values† £ million per month

	Exports fob‡	Imports fob§	Visible balance
1969	588	600	− 12
1970	658	657	+ 1 p
1969 1st quarter	547	590	− 42
2nd quarter	582	598	− 16
3rd quarter	610	598	+ 12
4th quarter	615	615	− 0
1970 1st quarter	642	623	+ 19
2nd quarter	654	666	− 12
3rd quarter	623	647	− 24
4th quarter	711	691	+ 20 p
August	499	729	− 230
September	712	704	+ 7
October	725	697	+ 29 p
November	680	697	− 17 p
December	727	678	+ 49 p
1971 January p	627	638	− 11 p
1970 Aug.-Oct.	645	710	− 65
Nov.-Jan. 1971 p	678	671	+ 7

p Provisional estimates.
† Components and totals are rounded independently.
‡ Includes balance of payments adjustments and allowance for factors affecting recording (see Table 2).
§ Includes payments for United States military aircraft and other balance of payments adjustments (see Table 3).

Table 1a. Visible trade on balance of payments basis

Three-monthly averages‡
Seasonally adjusted values £ million per month

	Exports fob	Imports fob	Visible balance
1970 February	629	619	+ 10
March	642	623	+ 19
April	652	640	+ 12
May	652	654	− 2
June	654	666	− 12
July	651	617	+ 34
August	608	639	− 31
September	623	647	− 24
October	645	710	− 65
November	706	699	+ 6
December	711	690	+ 20
1971 January	678	671	+ 7

‡ Average of month shown and two preceding months (see Note (c)).

Exports

Commencing with this article values of total exports and imports are quoted on a balance of payments basis‖. Exports in January were £627 million, on a balance of payments basis, seasonally adjusted and including a provisional allowance of 2 per cent for under-recording¶. The extent of the shortfall in the lodgment of documents caused by the postal strike is uncertain and the January figure in consequence does not help in assessing the underlying trend. In the second half of 1970 (a period which included both the impact of the July dock strike and the subsequent recovery as the backlog was cleared) exports on a balance of payments basis averaged £667 million a month.

Imports

Imports in January were £638 million, on a balance of payments basis‖, seasonally adjusted, and were also affected by delays in the receipt of documents caused by the postal strike. In the last half of 1970 imports were running at the average rate of £669 million a month.

(*Continued on page* 336)

‖ See article in *Trade and Industry* of November 4, 1970 and Note (a). on page 336
¶ All figures in this article for exports (except recorded figures in Table 4 and area and commodity analyses in Tables 5 and 6) and, in consequence, for the visible balance include from January 1970 an addition of 2 per cent to the value of exports as an allowance for under-recording (see Note (d)).

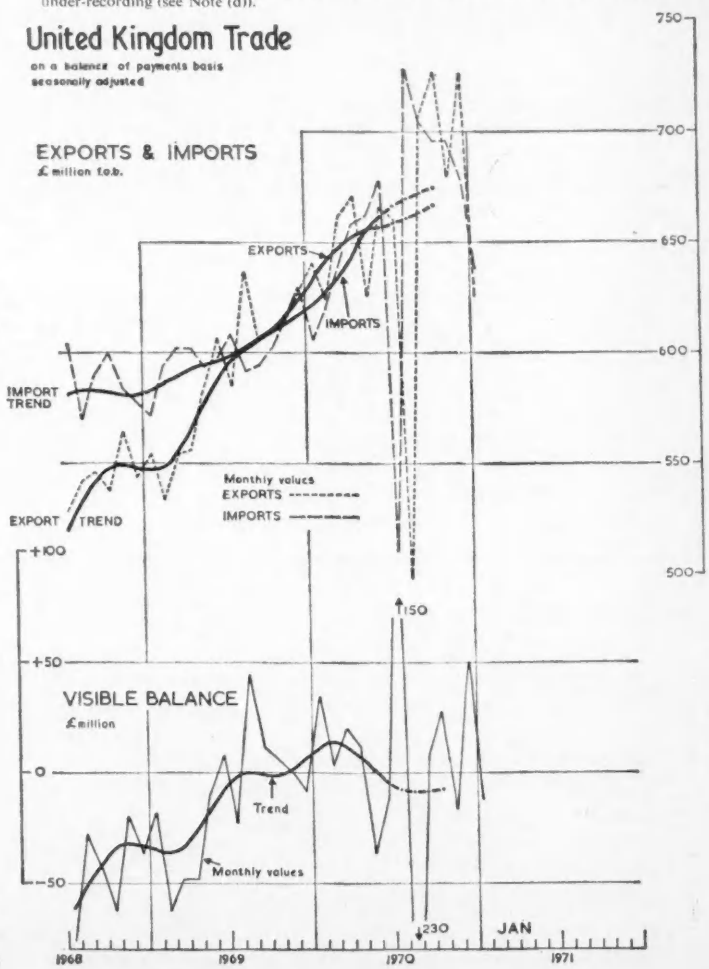


Table 2. Exports

Seasonally adjusted values† — £ million per month

	Overseas Trade Statistics basis fob§	Coverage adjustments	Net allowance for factors affecting recording‡	Balance of payments basis fob
1969	612	–27	+ 4	588
1970	672	–28	+13	658 p
1969 1st quarter	562	–26	+12	547
2nd quarter	600	–30	+12	582
3rd quarter	640	–24	– 6	610
4th quarter	645	–27	– 3	615
1970 1st quarter	655	–26	+13	642
2nd quarter	669	–29	+13	654
3rd quarter	638	–27	+13	623
4th quarter	726	–30	+15	711 p
August	512	–24	+10	499
September	725	–28	+14	712
October	742	–32	+15	725 p
November	693	–26	+14	680 p
December	743	–31	+15	727 p
1971 January p	640	–28	+13	627 p
1970 Aug.-Oct.	660	–28	+13	645
Nov.-Jan. 1971 p	692	–28	+14	678

p Provisional estimates.
† Components and totals are rounded independently.
‡ See Note (d).
§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process (see Note (e)).

Table 3. Imports

Seasonally adjusted values† — £ million per month

	Overseas Trade Statistics basis§	Adjustments to balance of payments basis				Balance of payments basis
		US military aircraft, etc.		Freight, insurance and other valuation adjustments	Coverage adjustments	
	cif	Arrivals	Payments			fob
1969	693	–16	+ 5	–68	–14	600
1970	754	– 2	+ 1	–78	–18	657 p
1969 1st quarter	674	–17	+11	–68	–10	590
2nd quarter	699	–22	+ 5	–68	–16	598
3rd quarter	695	–16	+ 1	–68	–14	598
4th quarter	703	– 8	+ 3	–68	–15	615
1970 1st quarter	715	– 2	+ 0	–71	–19	623
2nd quarter	762	– 3	+ 0	–77	–16	666
3rd quarter	741	– 1	+ 2	–79	–16	647
4th quarter	799	– 2	+ 1	–86	–22	690 p
August	819	– 0	+ 5	–87	– 9	729
September	811	– 1	+ 0	–87	–19	704
October	798	– 2	+ 0	–83	–16	697 p
November	805	– 3	+ 3	–86	–21	697 p
December	794	– 0	—	–87	–29	678 p
1971 January p	752	– 1	—	–85	–28	638 p
1970 Aug.-Oct.	809	– 1	+ 2	–86	–14	710
Nov.-Jan. 1971 p	783	– 2	+ 1	–86	–26	671

p Provisional estimates.
† Components and totals are rounded independently.
§ These values are derived from the recorded values in Table 4 by the standard seasonal adjustment process (see Note (e)).

Table 4. United Kingdom Trade: (overseas trade statistics basis)

Recorded values — £ million per month

	Exports fob‖	Imports cif	
		Total	Excluding US military aircraft, etc.
1969 1st quarter	555·5	687·2	670·9
2nd quarter	618·8	706·0	684·1
3rd quarter	611·3	676·7	661·2
4th quarter	660·8	701·7	694·1
1970 1st quarter	649·5	715·4	713·5
2nd quarter	688·0	785·0	781·8
3rd quarter	608·5	719·3	718·8
4th quarter	741·6	797·4	795·3
November	760·2	791·5	788·1
December	749·3	801·7	801·4
1971 January p	633·5	766·8	765·6

p Provisional estimates.
‖ No adjustment has been made in this table for special factors affecting the recording of exports.

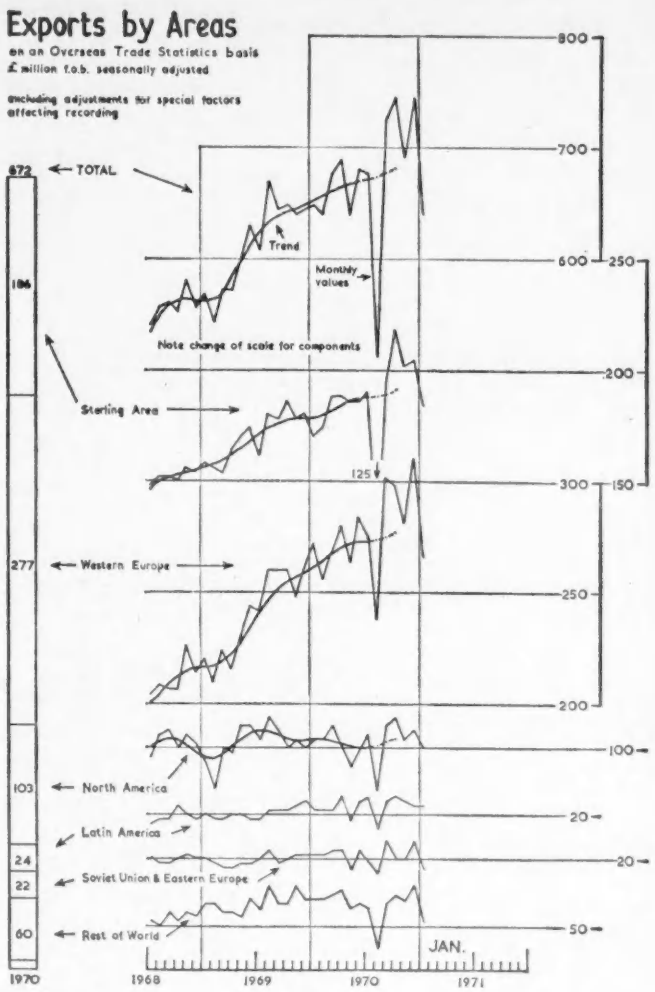


Table 5. Exports: areas‖ (overseas trade statistics basis)

Seasonally adjusted values — £ million fob per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1970	672	186	277	147	107	103	24	22	60
1st quarter	655	178	265	139	103	106	22	23	63
2nd quarter	669	186	276	146	107	98	24	22	61
3rd quarter	638	171	272	146	104	100	22	20	53
4th quarter	726	208	296	156	115	108	26	22	65
November	693	203	282	150	111	103	26	21	63
December	743	204	309	162	121	108	24	27	67
1971 January p	640	185	266	142	99	101	23	16	52
1970 Aug.-Oct.	660	180	279	149	107	102	22	21	55
Nov.-Jan. 1971 p	692	197	286	151	110	104	25	20	61

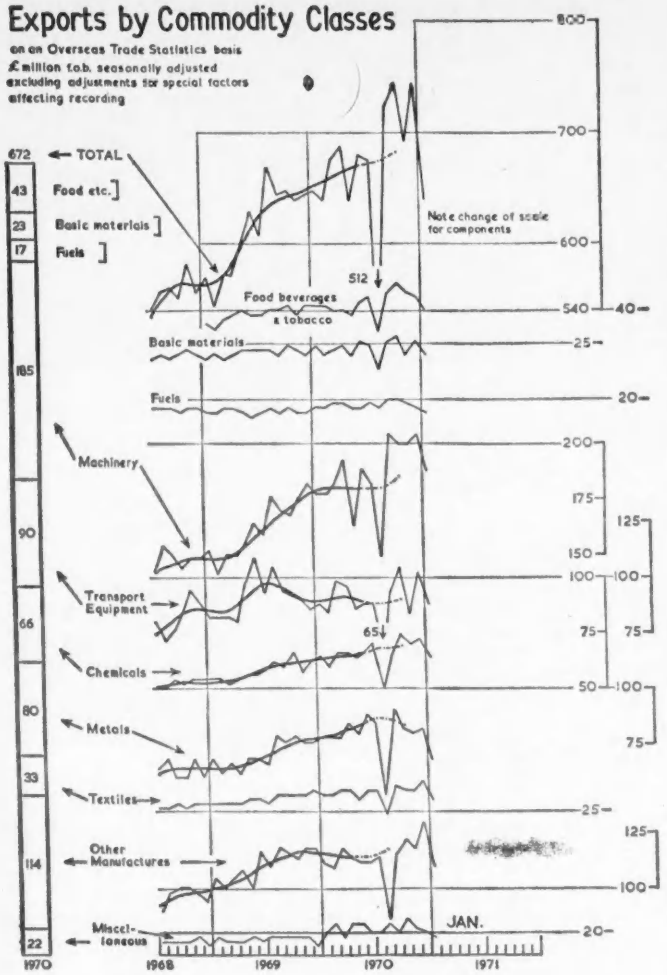
p Provisional estimates.
‖ No adjustment has been made in this table for special factors affecting the recording of exports.

(*Continued on next page*)

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.



The postal strike

The postal strike which began on January 20, has probably had a direct influence only on the physical dispatch and receipt of those exports and imports normally carried by parcel post. It has had very little effect otherwise on the movement of imports and exports which has continued without interruption. There have, however, been some delays in the lodgment of import and export documents with HM Customs offices at the ports and also in onward transmission of the documents to Customs Statistical Office. These delays have resulted in the totals of exports and imports brought to account being reduced, but it is not possible to say which was the more affected. The further distortions caused by the postal strike, following the residual effects in December of the dock strike of last summer continue to render three-monthly comparisons of trade uncertain as guides to recent trends. The distortions also render the area and commodity analyses of little value.

Import deposits

It is announced by HM Customs that net repayments of import deposits in January totalled £45 million.

NOTES:

(a) New presentation of trade figures

As announced in *Trade and Industry* on November 4, 1970, the monthly figures of United Kingdom total trade are presented in a new form. The seasonally adjusted values in Table 1 are on the new basis. This enables the balance to be obtained as the simple difference of exports and imports.

The import and export totals, both shown f.o.b. and on the same basis as in the quarterly balance of payments figures, make it easier to relate visible trade to the current account as a whole. Tables 2 and 3 show how the totals in Table 1 are derived from the trade statistics. (See also Note (b)).

(b) Visible balance

The figures for the visible balance in the latest months are estimates and liable to revision. They are only published seasonally adjusted. Since the monthly balance is the difference of two large but variable figures it is itself liable to large fluctuations and undue significance should not be attached to a single figure; it is more useful to consider the average balance over three or more months. The visible balance is obtained by making various adjustments to the figures recorded in the monthly Trade Statistics. These are summarized in Tables 2 and 3 of this article. Some are valuation

(*Continued on page* 337)

Table 6. Exports: commodity classes‖ (overseas trade statistics basis)

Seasonally adjusted values

£ million fob per month

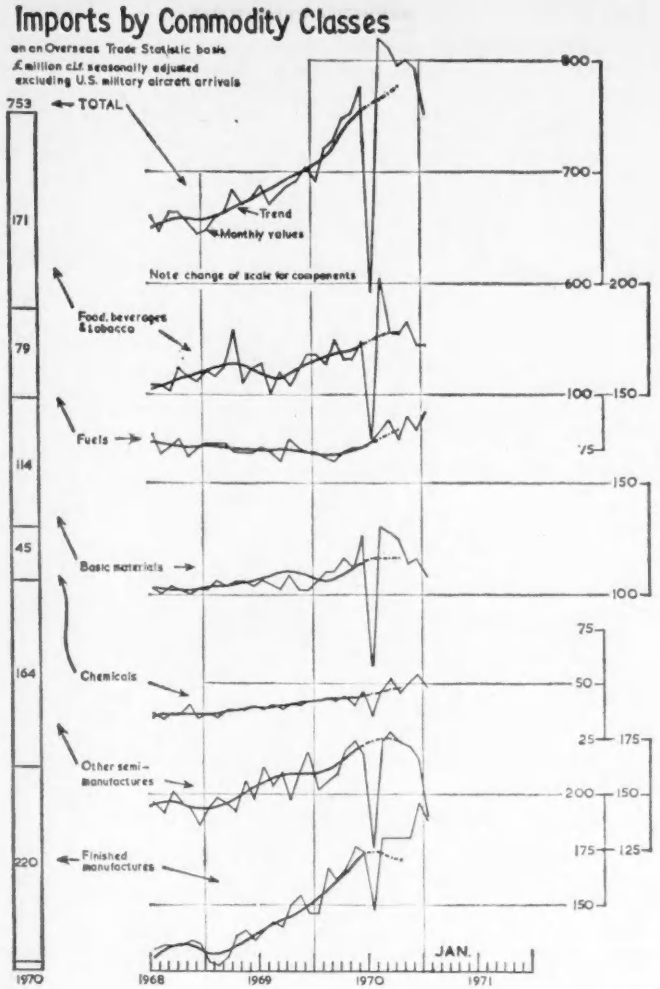
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscel-laneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equip-ment	Chemicals	Metals & misc. metal manu-factures	Textiles	Other manu-factures	
1970	672	43	23	17	567	275	185	70	20	66	80	33	114	22
1st quarter	655	41	22	17	559	269	179	69	22	63	78	33	113	20
2nd quarter	669	41	23	16	567	273	181	67	23	65	84	33	113	22
3rd quarter	638	41	21	18	536	262	179	65	17	62	76	31	105	21
4th quarter	726	48	25	18	608	296	201	77	21	72	82	35	123	23
November	693	47	21	18	580	278	199	73	13	70	80	34	118	23
December	743	46	26	17	639	308	204	79	24	71	83	38	129	19
1971 January p	640	40	19	14	548	274	187	67	21	64	68	30	110	19
1970 Aug.-Oct.	660	43	23	18	547	272	185	67	20	70	75	31	108	25
Nov.-Jan. 1971 p	692	44	22	16	589	287	197	73	20	69	77	34	119	20

‖ No adjustment has been made in this table for special factors affecting the recording of exports.
p Provisional estimates.

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*



UK TRADE, *continued*

adjustments, the principal of which is the deduction from the import figure of freight and insurance costs. The other adjustments relate to coverage, either to bring in items not in the Trade Statistics (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove items which are in the Trade Statistics (mainly returned goods and goods for processing and repair). The adjustment of imports to a balance of payments basis excludes the values of deliveries of United States military aircraft (including spares and some missiles) but includes the payments for those imports which are mainly being financed by a special United States Exim Bank credit. (The values involved are now small.) All these adjustments are described in greater detail in the annual 'Pink Book', 'United Kingdom Balance of Payments 1970' (Table 8 and pages 68-71) and in the above quoted article in *Trade and Industry*.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1A and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

(d) Recording of exports

The Secretary of State for Trade and Industry announced in the House of Commons on November 16, that some under-recording of exports had re-emerged in 1970. The text of his announcement and an article on under-recording were published in *Trade and Industry* of November 25, 1970. In reply to a Parliamentary Question on February 1, 1971, the Secretary of State said: 'There is no evidence to suggest that under-recording in recent months has differed from the estimate of 2 per cent indicated by the checks so far made of export documents received against ship and aircraft manifests; results of these checks are now available covering months up to September, 1970'.

The figures for total exports (except in Tables 4, 5 and 6) and in consequence, for the visible balance include from January 1970

(*Continued on next page*)

Table 7. Imports: commodity classes (overseas trade statistics basis)

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1970	754	752	171	79	323	114	45	164	173	171	9
1st quarter	716	714	168	72	307	109	43	155	159	158	9
2nd quarter	762	759	169	75	332	119	43	170	175	172	9
3rd quarter	741	740	170	83	312	108	45	159	169	169	8
4th quarter	799	797	177	85	340	119	50	171	186	184	10
November	805	801	183	91	338	115	50	173	183	179	11
December	794	794	172	85	337	117	54	166	195	195	9
1971 January p	752	751	173	93	294	107	47	140	189	188	5
1970 Aug.-Oct.	809	808	186	83	351	127	48	176	180	179	8
Nov.-Jan. 1971 p	783	782	176	89	323	113	50	160	189	188	9

p Provisional estimates.

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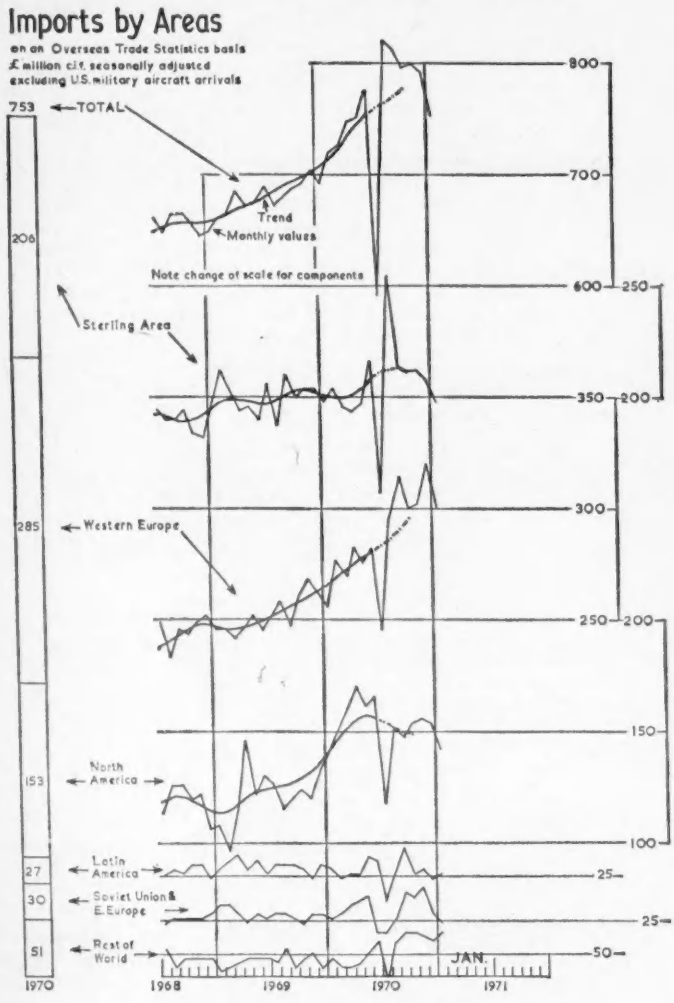
UK TRADE, *continued*

an addition of 2 per cent to the value of exports as an allowance for under-recording. It is not possible to make estimates of the extent of under-recording on exports to different areas or of different commodity classes, and the figures in the Overseas Trade Statistics will not be adjusted.

For an account of special factors relating to the earlier under-recording of exports and net figures of adjustments on this account up to October 1969, see page 1392 of the *Board of Trade Journal* for May 20, 1970 on United Kingdom Trade in April.



(e) Revisions to seasonally adjusted figures

As announced last month, the seasonally adjusted figures throughout this article have been calculated using improved seasonal adjustments. An article published elsewhere in this issue of *Trade and Industry* provides a full account of the general method used in seasonally adjusting the monthly trade statistics and describes various changes in the basic data and working methods leading to improvements in the adjustment process.

(f) Detailed particulars of United Kingdom Trade

These will be published on the usual Overseas Trade Statistics basis on February 25† and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for March‡, due to be published on or about March 26.

†Overseas Trade Statistics of the United Kingdom, January 1971, HMSO, price £1.50 [£1 10s.] (Annual subscription £19.20 [£19 4s.].

‡Report on Overseas Trade, published by HMSO, price 80p [6s.] (Annual subscription £3.80 [£3 16s.]).

EUROPEAN COMPUTER EXPERTS IN UK

Continental members of the European Computer Manufacturers Association technical committee concerned with establishing standards for magnetic recording tapes, who are meeting in London this month, took the opportunity to see how Data Recording Instrument Co. Ltd. – a member of the ICL group – is setting the pace with work in this field at their advanced technology department standards laboratory at Staines, Middlesex. They were led by the committee chairman, Mr. David Tyler, who is Data Recording's engineering systems manager (right, facing camera); at his side is equipment which plots the output from the tape as a function of the intensity of the recording field.

Table 8. Imports: areas (overseas trade statistics basis)

Seasonally adjusted values

£ million cif per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1970	754	752	205	285	155	153	27	30	51
1st quarter	716	714	199	268	152	150	26	29	45
2nd quarter	762	759	203	280	169	166	31	30	51
3rd quarter	741	740	208	285	143	142	26	28	51
4th quarter	799	797	211	307	156	154	26	35	58
November	805	810	213	301	158	155	27	40	59
December	794	794	207	320	154	153	25	28	56
1971 January p	752	751	199	300	143	142	26	24	60
1970 Aug.-Oct.	809	808	227	303	156	155	30	34	57
Nov.-Jan. 1971 p	783	782	206	307	152	150	26	31	58

p Provisional estimates.

General assessment of the economic situation

From the article prepared by HM Treasury on the Economic Situation to be published in Economic Trends *for February.* **(Note:** *unless otherwise stated, this Report is based on seasonally adjusted data).*

FOLLOWING A PERIOD of little change in domestic output between the second half of 1969 and the first half of 1970 the rate of growth picked up between the first and second halves of 1970, probably to a rate broadly in line with the estimated rate of growth of productive potential. Output in the third quarter of 1970 was over 1 per cent above the rate for the first half-year and – although only very incomplete information on output and expenditure is available – it seems likely that there was a further increase in the fourth quarter.

Among the components of expenditure, the main expansionary force was private consumption. The first preliminary estimate of consumer spending shows only a small increase between the third and fourth quarters (partly because of exceptionally high expenditure on alcohol in the third quarter as a result of the bringing forward of purchases in anticipation of price increases), but in the second half of the year as a whole spending was 2 per cent higher than in the first half of 1970. The volume of exports of goods and services is estimated to have risen by about 1 per cent between the two half-years† but, within the total, there was little change in the volume of merchandise exports. This may have reflected in part the slower growth of world trade in the second half of the year and some once-for-all loss of exports as a result of the dock strike; deliveries of ships and aircraft, which exhibit considerable quarter-to-quarter fluctuations but had been expected to recover in the second half of last year, fell between the two halves of 1970. The volume of imports of goods and services is estimated to have risen by about 3½ per cent between the first and second halves of 1970†. Present indications are that there was a higher rate of stockbuilding in the second half of last year than in the first six months.

As regards output, industrial production is provisionally estimated to have been running at a slightly higher rate in the period July-November than in the first half of 1970 (output in December may have been adversely affected by the electricity strike). Outside the industrial sector, output in the third quarter of 1970 was more than 1 per cent above the rate for the first half of the year and provisional indications are that there was a further increase in the fourth quarter.

From the provisional indications so far available of the behaviour of output in the second half of 1970, it does not seem likely that the weakening in the pressure of demand for labour indicated by recent unemployment and vacancy figures can be attributed to output movements in that period. Between October and January, the number of wholly unemployed (excluding school-leavers) rose by almost 40,000 and the number of notified unfilled vacancies for adults fell by over 25,000. Unemployment had earlier risen more slowly during 1970 than would have been expected from the course of output, and the recent increase may have been, at least in part, a belated response to the slow growth in output between the second half of 1969 and the first half of 1970. Another contributory factor to the rise in unemployment may have been liquidity pressures in the company sector: this may have resulted in some pruning of labour forces.

Private investment

The various components of fixed investment in the private sector – manufacturing investment‡, investment in the distributive and service trades (excluding shipping), investment by the shipping industry, and investment in dwellings – are governed by differing factors, and this has resulted in widely divergent movements in the past two years. Prospects for the current year again show considerable differences.

Following the rapid increase in manufacturing output during 1967 and 1968, the volume of manufacturing investment picked up sharply. The estimates for manufacturing investment in 1969 have been revised upwards to take account of the results of the 1969 Census of Production and the increase between 1968 and 1969 is now estimated to have been 12½ per cent§. The rate of growth of manufacturing investment has since been slowing down – in the first three quarters of 1970 the total was about 4 per cent§ above the level in the corresponding period of 1969 – and the latest investment intentions survey, conducted by the Department of Trade and Industry in November-December, suggests that manufacturers were then expecting a small fall between 1970 and 1971. A small decline in investment was expected by most industry groups, but sizeable increases were foreseen by the iron and steel industry and the coal and petroleum products industry.

Investment in the distributive and service trades (excluding shipping) rose by over 10 per cent between 1967 and 1968, and the rate of advance has since slowed down to 7 per cent between 1968 and 1969 and about 2 per cent between the first three quarters of 1969 and 1970. The earlier peak in the rate of growth was very marked in the case of the distributive trades, partly as a result of the sharp increase in investment in television sets for hire associated with the upturn in spending on consumer durables between 1967 and 1968. Replies to the recent investment intentions survey suggest that firms expect little change between 1970 and 1971. Investment by the shipping industry also rose very sharply between 1967 and 1968, and slowed down in the two succeeding years. But with higher charter rates and strong world demand for shipping, a renewed increase in capital expenditure amounting to perhaps 30-40 per cent is expected by firms between 1970 and 1971.

After a sharp drop in private investment in housing between 1968 and 1969, expenditure fell further in the first three quarters of 1970 and was some 9 per cent below that for the corresponding period of 1969. Within 1970, however, with rising real incomes and a substantial increase in the inflow of funds to building societies, there were signs of some recovery in demand; and in the current year, with incomes continuing to rise, that recovery in demand for new houses should be well maintained. Given also that the proportion of building societies' new commitments to advances that relate to new houses is still quite low by past standards, it does not seem likely that shortage of mortgage finance will restrain the demand for new houses in 1971.

Financial trends

A further decline in interest rates overseas, particularly in the United States and in the Euro-dollar market, stimulated a further inflow of funds to the United Kingdom during January; a strong demand for sterling persisted throughout the month and the exchange rate rose to not far short of the upper limit of $2.42. To prevent an excessive increase in domestic liquidity, as a result of short-term foreign currency borrowing by United Kingdom companies, the exchange control regulations have been tightened, so that permission for foreign currency borrowing to finance domestic expenditure will henceforward be given normally only when the borrowing is for a period of at least five years. The fall in overseas interest rates also stimulated strong demand for gilt-edged stocks by overseas residents and by United Kingdom banks and institutions. Both the short-dated and the long-dated tap stocks were exhausted and were replaced by further tranches of existing stocks. But yields at both the short and the long end of the market fell slightly during the month.

In January, the recording of both exports and imports was affected by the postal strike but it is not possible to say which was the more affected. Exports in January were £627 million (f.o.b.) and imports (f.o.b.) were £638 million, yielding a deficit on visible trade of £11 million. Net earnings from invisibles are estimated to have been running at about £50 million per month in recent months.

†Preliminary estimates of the volume of exports of goods and services and the volume of imports of goods and services in the fourth quarter of 1970 were published in the January issue of *Economic Trends*. This was the first time such estimates had been published.

‡This includes investment by the iron and steel industry.

§After allowing for the effects of the change in the rate of investment grants at the end of 1968.

WHOLESALE PRICE INDEX NUMBERS

Materials prices rise a little in January

OWING TO THE postal strike, insufficient information has been received to calculate most of the wholesale price index numbers for the month of January. In some cases, however, the recent absence of data sent by post has not significantly affected the compilation of January index numbers; this is because the index numbers concerned were composed substantially from information which could, so far, be obtained other than through the post, for example published prices, and from prices notified in advance. Those for which January estimates can be made are included in the accompanying tables, but the Department of Trade and Industry is unable to make available until later the other index numbers normally published each month. While most of the data used to construct index numbers for November and December were received before the strike, they are not entirely complete, and most of the index numbers for these months are still marked 'provisional' in the tables.

The provisional price index for basic materials and fuel used in manufacturing rose ¼ per cent in January after little change in December. The rise was the result of higher prices for a number of food materials; the index for manufacturing other than food, drink and tobacco fell ½ per cent because of lower copper prices. In January the index for all manufacturing was 2 per cent higher than a year earlier, but that for industries other than food, drink and tobacco 1 per cent lower.

Provisional index numbers for output prices of manufactured products for November and December have been revised upwards, and confirm a continued sharp rate of increase in the closing months of the year, which amounted to 2 per cent during the last quarter. For January the only sector output price index available is that for the food manufacturing industries. This was 1 per cent higher than in December, continuing the strong rate of increase which has amounted to 10 per cent since January last year.

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 25, 1970.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale price index numbers should be addressed to Statistics Division, DTI, Room 610, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries for price index numbers should be made to 01-222 7877, Ext. 3549 (Engineering), 3548 (Non-Engineering) and 3411 for all other information.

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Table 1. Price index numbers of materials purchased

1963 = 100

1968 SIC		1969	1970				1970								1971
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Jan.	June	July	Aug.	Sept.	Oct.	Nov. p	Dec. p	Jan. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry	124·1	126·3	126·1	124·9	127·3	125·9	125·3	125·0	123·9	125·9 r	125·8 r	128·0	128·1	128·4
	Basic materials	124·7	126·7	126·5	124·9	126·8	126·4	125·5	125·1	123·7	126·0 r	125·9 r	127·3	127·4	127·6
	†Fuel	120·9	124·0	124·0	124·8	129·9	122·6	124·0	124·4	124·7	125·1	125·1	132·3	132·3	132·3
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries	127·3	130·1	129·2	127·0 r	127·7	129·4	128·0	127·5	126·1	127·4 r	126·5 r	128·4	128·5	127·9
	Basic materials other than fuel	128·7	131·5	130·5	127·5 r	127·2	130·9	128·9	128·3	126·4	127·9 r	126·8 r	127·5	127·6	126·9
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	118·0	119·4	120·8	121·6	126·5	119·3	120·6	120·9	120·5	123·3	124·6	127·1	127·7	129·4
Order V	Chemicals and allied industries	118·7	120·7	122·4	123·7	127·8	119·7	122·8	123·5	123·4	124·2	125·7	128·6	129·1	..
311 and 312	Steel industries	118·8	123·3	125·2	127·8	131·7	121·5	125·8	126·2	126·4	130·8	130·7	132·1	132·3	..
Order VII (excluding MLH 342)	Mechanical engineering industries	130·7	136·6	138·8	137·2	138·8	133·3	137·8	137·2	136·9	137·3	137·9	139·2	139·3	..
Order IX	Electrical engineering industry	153·3	158·7	159·1	150·7	146·0	155·8	155·0	153·0	149·9	149·2	147·1	145·9	144·9	..
361	Electrical machinery industry	141·6	147·5	150·6	147·0	146·1	144·4	149·4	148·0	146·7	146·4	145·9	146·3	146·0	..
Order XIII	Textile industries	102·8	103·6	104·2	104·3	103·8	103·4	104·4	105·0	104·4	103·6	102·4	104·5	104·6	..
Order XV	Clothing and footwear industries	116·8	117·6	119·9	121·6	122·6	117·4	120·5	121·2	121·6	122·0	122·2	122·7	122·8	..
Order XVII	Timber industries	129·3	131·6	134·0	135·6	137·3	130·5	134·5	135·1	135·6	136·1	136·6	137·5	137·9	..
481-484	Paper industries	123·6	129·4	131·5	135·5	137·3	128·2	132·1	135·0	135·6	135·9	136·2	137·8	137·9	..
Order XX	Construction materials	121·9	124·9	128·2	130·4	133·2	123·6	128·9	130·0	130·5	130·6	132·4	133·2	133·8	..
Part of Order XX	House building materials	124·1	127·1	130·2	132·9	135·6	125·9	131·2	132·4	133·2 r	133·3 r	134·8	135·5	136·2	..

† Coal (except for carbonising), gas and electricity. Crude oil and coal for carbonising are included in basic materials.

Table 2. Price index numbers of output

1963 = 100

1968 SIC		1969	1970				1970								1971
		4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr. p	Jan.	June	July	Aug.	Sept.	Oct.	Nov. p	Dec. p	Jan. p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	122·7	125·1	127·6	129·7	132·6	124·4	128·3	129·0	129·6	130·3	131·5	132·9	133·4	..
	Home sales	121·7	124·2	126·6	128·7	131·3	123·4	127·3	128·0	128·6	129·4	130·4	131·5	132·1	..
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries: Total sales	120·5	122·9	125·8	128·0	131·0	122·1	126·4	127·3	128·0	128·6	130·0	131·3	131·6	..
	Home sales	118·0	120·6	123·6	125·7	128·3	119·5	124·2	115·0	125·7	126·4	127·5	128·5	128·9	..
	OUTPUT OF SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Products of the food manufacturing industries: Home sales	120·6	124·1	126·3	129·4	133·2	123·6	127·6	128·4	129·1	130·6	131·4	133·3	134·9	136·2
Order V	Chemicals and allied industries: Total sales	110·3	112·0	114·2	116·4	118·4	111·3	114·7	116·0	116·6	116·6	117·7	118·7	118·8	..
	Home sales	107·4	108·3	110·3	112·3	113·6	107·7	110·7	112·1	112·3	112·6	113·3	113·7	113·9	..
311 and 312	Steel industries: Total sales	119·0	127·1	129·8	130·2	134·4	122·7	129·5	129·7	130·1	130·7	132·9	135·1	135·1	..
	Home sales	118·7	127·2	130·0	129·6	133·8	121·8	129·3	129·3	129·5	129·8	132·0	134·6	134·7	..
Orders VII to XII	Engineering and allied industries: Total sales	121·9	124·5	128·1	130·1	133·9	123·4	129·0	128·7	130·4	131·1	132·6	134·3	134·7	..
	Home sales	120·2	123·3	127·2	129·3	131·9	121·9	128·2	128·7	129·2	130·0	131·0	132·2	132·7	..
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	122·8	126·3	130·3	133·5	136·7	124·9	131·5	132·5	133·5	134·5	135·7	136·9	137·6	..
Order IX	Electrical engineering: Home sales	119·3	121·7	126·0	127·7	130·0	120·7	127·5	127·3	127·5	128·2	129·0	130·3	130·8	..
Order XIII	Textile industries: Total sales	113·9	114·6	116·4	117·9	118·8	114·5	116·7	117·6	118·0	118·1	118·5	118·9	118·9	..
	Home sales	112·4	113·1	115·3	117·1	117·8	112·8	115·8	116·7	117·1	117·4	117·6	117·9	117·9	..
Order XV	Clothing and footwear: Home sales	112·3	113·3	114·6	115·7	118·8	112·9	115·0	115·4	115·6	116·0	118·5	118·9	119·0	..
Order XVII	Timber industries: Home sales	124·2	127·2	129·7	132·0	134·5	125·8	130·5	131·5	132·0	132·6	133·4	134·4	135·6	..
481-484	Paper industries: Home sales	120·8	125·7	128·2	132·6	135·4	123·4	128·8	130·7	133·0	134·2 r	134·9 r	135·5	135·8	..
Order XX	New construction‡	124	126	131	133	134		131			133			135	

‡ Index of building costs figures relate to average for the quarter.

(Continued on next page)

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WHOLESALE PRICE INDEX NUMBERS, *continued*

Table 3a. Commodities produced in the United Kingdom

1963 = 100

1968 SIC		1970 Jan.	July	Nov.	Dec.	1971 Jan.
101	Coal†	122·7	124·7	145·7	145·7	145·7
211	Flour	122·5	122·5	124·6	126·5	126·5 p
216	Sugar, refined	96·4	95·3	95·3	95·9	103·0
217	Chocolate and sugar confectionery	130·3	136·5	139·3	139·0	140·2
262	Motor spirit, standard grade, including duty	146·5	146·9	149·3	149·5	152·5
262	Medium fuel oil (950 secs.)	108·1	111·4	121·4	122·1	132·6

† Revised index number September 1970 = 127·9, October = 132·7.

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relating to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the DTI will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1970 Nov. p	Dec. p	1971 Jan. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	131·1	131·2	131·4
	Basic materials	125·3	125·5	125·7
	Fuel	175·6	175·6	175·6
Orders IV to XVI	Basic materials and fuel used in manufacturing industry other than food, drink and tobacco manufacturing industries	131·8	131·8	131·3
	Basic materials other than fuel	124·2	124·3	123·6
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	129·3	129·9	131·6
263 to 277	Chemicals and allied industries	138·2	138·7	..
331 to 349 (excluding 342)	Mechanical engineering industries	183·9	184·0	..
361	Electrical machinery industry	176·3	176·0	..
Order X	Textile industries	101·7	101·7	..
Order XIV	Timber industry	152·3	152·7	..
481 to 483	Paper industries	145·6	145·7	..
Order XVII	Construction materials	163·1	163·9	..
Part of Order XVII	House building materials	166·3	167·1	..

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1970 Jan.	July	Nov.	Dec.	1971 Jan.
Hides and skins	146·8	129·0	128·7	122·8	120·7
Imported	147·2	129·8	132·0	128·5	127·8
Native	146·3	127·9	124·1	115·0	111·0
Non-ferrous metals:					
Aluminium, virgin ingot delivered	141·8	144·4	144·4	144·4	144·4
Copper, ex-ship, wharf or warehouse†	293·7	246·5	196·0	189·4	182·3
Lead, ex-ship, wharf or warehouse†	216·5	201·5	186·6	185·2	174·7
Nickel, refined, delivered§	190·0	187·0	194·2	194·2	194·2
Tin, ingot, min. 99·75%†	178·8	162·6	168·2	162·8	161·1
Zinc, ex-ship, wharf or warehouse†	166·6	164·0	161·0	159·6	157·1
Oil, resins and gums:					
Palm oil, c.i.f., in bulk	122·8	129·4	129·8	131·0	133·2
Whale oil, crude	161·5	178·1	178·1	178·1	178·1
Pyrites, c.i.f., UK ports	159·7	153·2	153·2	153·2	150·9
Natural rubber	106·2	86·3	82·9 p	83·1 p	80·0 p
Sulphur, crude (for acid making, c.i.f.)	124·9	124·9	124·9	124·9	124·9

	1970 Jan.	July	Nov.	Dec.	1971 Jan.
Textiles:					
Cotton, raw	105·6	107·5	111·5	112·8	113·7
Jute, raw, PWC grades, c.i.f. Dundee	158·0	163·9	156·0	157·6	158·3
Jute, raw, PWB grade, c.i.f. Sundee	145·3	150·6	145·9	146·3	146·3
Silk, raw, delivered mill	160·2	171·1	169·0	167·8 p	167·8 p
Sisal, East Africa, No. 1 grade, c.i.f. London	51·6	46·1	42·3	45·6	..
Wool, raw	78·1	76·1	69·8	68·7 p	67·7 p
Crossbred, medium and coarse, c.i.f. UK	64·0	67·6	62·7	61·0	61·9 p
Crossbred, fine, c.i.f. UK	78·0	75·3	70·8	70·3	68·1 p
Merino, c.i.f. UK	86·3	81·5	73·3	71·8	69·8 p
Timber:					
Imported hardwood (ex-yard or wharf)	136·7	139·6	140·6 p	141·0 p	141·1 p
Imported plywood (delivered to consumers)	141·2	142·6	143·1 p	..	..
Imported softwood (delivered to consumers)	135·2	139·1	141·1	141·8	142·2
Woodpulp, imported	138·4	146·5	147·0	147·0 p	..

† L.M.E. settlement price
§ Producers' price

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Index of industrial production for Wales

THE INDEX of Industrial Production for Wales rose to a seasonally adjusted level of 126 (1963=100) in the third quarter of 1970. This was a 1 point increase over the second quarter, and a 5 point increase over the corresponding quarter of 1969. Industrial production in Wales has again reached the level attained during the first quarter of 1969, although not that of the third and fourth quarters of 1968. The Index for manufacturing industries alone, however, reached a record (seasonally adjusted) level of 137, the third quarter being 4 points up on the previous quarter and 9 points greater than in the third quarter of 1969.

Among manufacturing industries, coal and petroleum products and electrical engineering advanced to record levels, whilst ferrous-metal manufacture, recently depressed, rose to re-establish its early 1969 performance. Textiles, leather, clothing and footwear, as a group, and timber and paper, as a group, all advanced slightly over the quarter. There were slight falls in vehicles, non-ferous metals and metal goods. Engineering and allied industries, as a group, and chemicals remained unchanged. A substantial fall, however, occurred in bricks, pottery, glass and cement. After the marked revival of the construction industry in the second quarter, a very substantial fall occurred in the third, leaving the construction industry in Wales at its lowest level since 1966. Mining and quarrying rose 4 points in the quarter, although there has been a fall of 6 points compared with the corresponding period for 1969. The utilities advanced to a record level during the quarter, 10 points up on the second quarter and 16 points higher than in the third quarter of 1969.

For comparison

Index of Industrial Production for United Kingdom: Third Quarter, 1970.
Total all Industries 123.9
Total all Manufacturing Industries 127.1.

1963 = 100

1968 SIC	1969	1970	
	3rd quarter	2nd quarter	3rd quarter
Total all industries	121	125	126
Mining and quarrying	77	67	71
Manufacturing industries: Total	128	133	137
Food, drink and tobacco	108	114	110
Coal and petroleum products	151	143	161
Chemicals and allied industries	156	161	161
Metal manufacture: Total	90	108	115
Ferrous	86	108	114
Non-ferrous	117	116	114
Engineering and allied industries: Total	156	157	157
Mechanical and instrument engineering	209	196	196
Electrical engineering	140	148	153
Vehicles (including aircraft)	148	153	152
Other engineering and metal goods not elsewhere specified	115	117	114
Textiles, leather, fur, clothing and footwear	125	126	130
Timber, furniture, paper, printing and publishing	167	160	164
Bricks, pottery, glass, cement, etc.	163	161	153
Other manufacturing industries	160	152	156
Construction	130	139	119
Gas, electricity and water	125	131	141

These figures are all seasonally adjusted.

Retailers' stocks in December

THE VALUE of stocks at current prices held by retailers at the end of December showed an increase of 12 per cent over the corresponding month of last year; at constant prices there was an increase of 4 per cent compared with December 1969. These changes are much in line with those recorded in November, but the December figures must be regarded as provisional because some returns from contributors were delayed by the postal strike and their experience could not therefore be included in the present estimates.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1966	124	126	127	136	140	139	131	137	137	146	156	134
1967	130	132	140	142	144	142	134	139	138	147	157	137
1968	133	136	147	147	151	148	141	147	146	156	168	148
1969	142	146	159	157	161	159	153	159	157	170	183	160
1970	151	154	164	167	167	168	162	170	168	185	205	178 p
1969	*6*	*8*	*8*	*7*	*7*	*8*	*8*	*8*	*8*	*9*	*9*	*6*
1970	*7*	*5*	*4*	*6*	*4*	*6*	*6*	*7*	*7*	*9*	*12*	*12* p
At constant (December 1960) prices												
1966	111	113	122	121	124	124	116	120	120	128	136	116
1967	113	115	122	123	126	123	116	121	120	128	136	119
1968	115	117	126	124	127	124	118	123	122	130	139	122
1969	116	119	129	127	130	128	122	127	125	135	144	126
1970	118	120	128	128	128	129	123	128	126	137	151	131 p
1969	*1*	*2*	*2*	*2*	*2*	*3*	*4*	*3*	*3*	*4*	*4*	*3*
1970	*2*	*1*	*– 1*	*1*	*– 2*	—	—	—	*1*	*2*	*5*	*4* p

p Provisional.

Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Business Monitor

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Activity in the chemicals industry

THIS IS THE FIFTH article in the new quarterly series presenting statistics of the chemical industry. The purpose of this new series is to provide figures relating to various aspects of the industry in as much detail as is practicable and, so far as possible, on a comparable basis. A brief commentary on the tables follows in the paragraphs below.

Production (Table 1)

It now appears that output in the chemicals industry increased more in 1970 than appeared likely from the earlier run of figures. The recovery in output in the second quarter of 1970, after the small, but exceptional, decline in the first quarter, continued in the third quarter but at a slower rate – 2½ per cent against 4½ per cent. During the first nine months of 1970 output was nearly 6 per cent higher than in the corresponding period of 1969. The run of figures and partial information for the fourth quarter suggest that the increase for the year as a whole will also be around 6 per cent, a little less than the increase of 6½ per cent between 1968 and 1969. Output of manufacturing industry as a whole was virtually unchanged between the third quarters of 1969 and 1970 (when chemicals output rose by over 6 per cent), and during the first nine months of 1970 was only 1 per cent higher than in the corresponding period of 1969.

While the majority of sectors of the industry showed an increase in output in the third quarter, experience was not so uniform as in the second quarter when the overall rise was substantially greater and only one sector (pesticides) failed to increase. Taking the first nine months of the year as a whole, compared with a year earlier, the largest increase – 13 per cent – was in dyestuffs; this was a substantially faster increase than in 1969 and the average of recent years. Pharmaceuticals and synthetic resins and plastics materials, both fast growing sectors for many years, increased by more than average (9 per cent and 8 per cent respectively). Organic chemicals increased by 7 per cent, but the fastest growth within this sector (12 per cent) came from 'other' organics; in the past most of the growth in this sector has come from the rapid expansion of monomers, which rose by only 4 per cent in this period. Inorganics and other general chemicals (mainly mixture and end-use chemicals) increased by only 2 per cent. Fertilizers also showed only a 2 per cent increase on this basis of comparison but there was a sharp in-

Table 1. Output

Index numbers 1963 = 100

	1968 MLH	Weights	1964	1965	1966	1967	1968	1969	1969 (seasonally adjusted) 2nd qtr.	3rd qtr.	4th qtr.	1970 (seasonally adjusted) 1st qtr.	2nd qtr.	3rd qtr.	% Growth rates 1963/69	% Growth rates 1968/69
Inorganic chemicals	271/1	11·2	111	118	119	124	130	133	134	134	130	134	137	139	*4·8*	*2·2*
Organic chemicals	271/2	13·7	112	118	122	127	143	160	157	162	170	160	170	173	*8·1*	*12·1*
Coal tar products		1·9	100	94	90	84	76	67	72	64	62	61	64	61	*– 4·8*	*–11·3*
Monomers		4·5	124	135	147	157	188	225	225	230	237	222	234	236	*14·5*	*19·7*
Other organic chemicals		7·3	109	113	115	119	132	143	137	146	156	148	158	164	*6·2*	*8·8*
Other chemicals	271/3	11·2	111	112	117	124	136	140	136	136	145	134	145	144	*5·7*	*2·5*
Pharmaceutical chemicals and preparations	272	13·0	111	126	145	156	167	189	185	200	202	193	205	213	*11·2*	*12·7*
Toilet preparations	273	3·9	108	110	117	122	121	119	121	116	120	121	122	120	*2·9*	*– 2·2*
Paint	274	7·3	107	107	108	112	118	120	121	122	118	123	125	131	*3·1*	*2·2*
Soap and detergents	275	4·0	102	101	103	104	108	114	116	112	117	109	117	114	*2·2*	*5·6*
Synthetic resins and plastics materials	276/1	10·7	114	123	135	147	169	185	185	190	189	184	201	208	*10·8*	*9·1*
Synthetic rubber	276/2	1·0	122	137	152	160	186	214	204	229	228	225	241	248	*13·6*	*15·4*
Dyestuffs and pigments	277	6·0	116	137	137	137	152	161	158	163	160	178	183	187	*8·2*	*7·1*
Fertilizers	278	4·0	101	100	98	106	107	100	107	108	89	96	105	117	*– 0·4*	*– 7·3*
Other chemical industries	279	14·0	105	113	118	129	129	132	128	135	139	128	135	140	*4·8*	*3·4*
Of which: Formulated pesticides, etc.	279/4	1·6	114	121	139	146	166	186	178	184	207	189	184	181	*10·9*	*11·8*
Total	Order V	100·0	110	117	123	130	140	149	148	152	153	151	158	162	*6·9*	*6·6*
Total all manufacturing industry			109	112	114	114	121	126	126	126	127	126	126	126	*3·9*	*3·4*

Table 2. Imports of the chemical industry: current prices

£ million

	Inorganic Chemicals	Organic Chemicals	Other Chemicals	Pharmaceutical Chemicals	Toilet Preparations	Paint	Soap and Detergents	Synthetic Resins	Synthetic Rubber	Dyestuffs	Fertilizers	Other Chemical Industries	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	
1963	18·5	54·7	32·1	8·4	2·0	1·9	4·0	42·6	10·8	11·2	20·1	12·0	218·4
1964	26·0	71·0	38·0	8·9	2·7	2·2	3·3	53·5	11·7	14·9	18·8	14·2	265·1
1965	29·4	86·0	43·4	13·4	2·8	2·4	3·6	53·6	10·0	15·3	19·6	15·6	295·1
1966	33·1	85·4	43·2	16·4	3·2	2·7	5·0	58·4	11·1	15·7	17·9	17·1	309·2
1967	38·0	95·4	44·2	17·5	3·3	3·4	5·7	64·2	13·0	17·9	26·3	19·0	347·9
1968	46·8	118·1	59·1	21·8	4·4	4·5	7·5	81·3	14·6	24·8	29·2	22·8	434·9
1969	56·9	136·4	66·6	29·1	4·6	4·8	6·7	91·4	16·8	25·0	24·2	24·1	486·6
1970	70·5	160·7	71·7	38·4	5·1	5·5	5·8	109·0	18·8	26·7	23·1	30·6	565·9
1967 1st quarter	10·4	23·8	11·8	4·1	0·8	0·9	1·4	15·6	3·7	4·3	6·6	5·3	88·6
2nd quarter	9·8	25·3	11·5	3·8	0·8	0·9	1·3	16·7	3·4	4·6	6·7	4·9	89·7
3rd quarter	9·2	23·6	10·4	4·3	0·9	0·8	1·4	15·5	2·8	4·1	6·3	4·2	83·5
4th quarter	8·7	22·6	10·5	5·3	0·7	0·8	1·6	16·4	3·1	4·9	6·8	4·8	86·2
1968 1st quarter	12·4	27·6	15·4	5·1	1·2	1·1	1·9	20·1	3·5	5·9	9·3	6·5	110·0
2nd quarter	11·5	28·2	14·8	5·1	1·1	1·2	1·7	20·3	3·7	6·2	6·4	5·3	105·5
3rd quarter	11·1	31·1	14·2	6·5	1·2	1·2	2·2	20·8	3·3	6·6	7·3	5·7	111·2
4th quarter	11·8	31·3	14·8	5·2	0·8	1·0	1·6	20·2	4·0	6·0	6·2	5·1	108·0
1969 1st quarter	13·0	30·7	17·7	6·3	0·8	1·0	1·6	20·3	3·9	6·5	8·0	6·0	115·8
2nd quarter	15·2	34·6	16·8	7·1	1·2	1·3	1·7	24·9	4·6	6·8	5·7	6·3	126·2
3rd quarter	14·3	35·0	15·4	7·7	1·4	1·3	1·7	23·4	4·1	5·7	6·1	6·3	122·4
4th quarter	14·4	36·0	16·7	8·0	1·1	1·3	1·6	22·8	4·2	6·0	4·4	5·6	122·1
1970 1st quarter	17·3	37·6	16·9	9·6	0·9	1·3	1·3	25·1	4·5	5·7	7·3	8·1	135·5
2nd quarter	17·3	40·5	19·4	8·8	1·4	1·5	1·6	28·1	5·2	6·7	4·4	7·7	142·8
3rd quarter	16·7	40·4	17·0	9·1	1·6	1·6	1·4	27·3	4·0	7·5	4·9	7·7	139·2
4th quarter	19·2	42·2	18·5	10·9	1·2	1·1	1·5	28·4	5·0	6·8	6·5	7·2	148·4

crease in the third quarter; the run of the quarterly figures, however, suggests that for the year as a whole output may have risen markedly faster than this.

Imports and exports (Tables 2 and 3)

There was a further large rise in imports in 1970 the value of which increased by 16 per cent compared with 12 per cent in 1969. In 1968, following devaluation, the increase was 25 per cent. The effects of the dock strike in 1970 make it difficult to assess the trend in imports during the year; in the first half of the year the value of imports was 15 per cent higher than in the corresponding period of 1969 and in the second half of the year the increase was 18 per cent. It is difficult to estimate reliably changes in the volume of imports but import prices rose slightly in 1970 against a small fall in 1969, and accounted for part of the difference in the rate of growth in value in the two years. In broad terms, the volume of imports probably rose a little faster in 1970 than in 1969 when the increase was about the same as in 1968.

The fastest rate of increase in 1970 was in pharmaceuticals (32 per cent) and the value of these imports was 4½ times the level in 1963. In other major sectors, imports of inorganics rose by nearly a quarter in 1970 and organics and synthetic resins and plastics materials each increased by nearly a fifth. Against this, miscellaneous general chemicals and dyestuffs each increased by 7 or 8 per cent, and there was a small fall in imports of fertilizers.

The rate of increase in exports in 1970 was the same as in 1969, 15 per cent. In 1968 the increase was 23 per cent but in the four years from 1963, prior to devaluation, the average annual increase was 8 per cent. During the first half of 1970 the value of exports was nearly a fifth higher than in the corresponding period of 1969; in the second half the increase was a little more than a tenth. Export prices rose faster in 1970 than in 1969 giving rise to a much smaller increase in the volume of exports; the rate of growth was, however, still faster than in the few years prior to devaluation.

The largest growth in the value of imports in 1970 was in organics (nearly a quarter); inorganics and pharmaceuticals each showed increases of about a fifth. The rate of growth in another major sector – synthetic resins and plastics materials – slowed down to 12 per cent. With the exception of photographic chemicals (an increase of about a fifth) the sectors with a lower level of exports had below average increases; there was little change in exports of pesticides, which had been growing rapidly in earlier years, and there was a fall in exports of fertilizers, a sector in which exports are very small and volatile.

Home market prices (Table 4)

The faster rise in home market prices that started about the middle of 1969, and accelerated in the middle part of 1970, continued in the fourth quarter; the increase in that quarter (1 per cent) was, however, rather less than in the two previous quarters. For 1970 as a whole, prices were, on average, nearly 4½ per cent higher than in 1969 (when prices rose by 1 per cent); home market prices for all manufactured goods rose by 6½ per cent. This is the largest increase for many years and exceeded that in 1968 when, largely due to the effects of devaluation, prices rose by 3 per cent: in the four years from 1963 (when the series was rebased) to 1967 the total increase was 2 per cent. While the average increase in 1970 was about 4½ per cent, between the fourth quarters of 1969 and 1970 prices rose by over 5½ per cent compared with over 7½ per cent for all manufactured goods.

During the fourth quarter, prices in most sectors of the industry rose more slowly than in the third quarter; the major exception was point where prices rose by 4½ per cent in the quarter. The largest price increase in 1970 as a whole compared with 1969 was in dyestuffs (7½ per cent) and toilet preparations (6 per cent).

Table 3. Exports of the chemical industry: current prices

£ million

	Inorganic Chemicals	Organic Chemicals	Other Chemicals	Pharmaceutical Chemicals	Toilet Preparations	Paint	Soap and Detergents	Synthetic Resins	Synthetic Rubber	Dyestuffs	Fertilizers	Other Chemical Industries	(Of which) Pesticides	Photographic Chemicals	Total
	271/1	271/2	271/3	272	273	274	275	276/1	276/2	277	278	279	279/4	279/7	
1963	34·7	58·3	57·0	50·5	10·7	14·0	15·2	61·0	7·2	30·3	4·9	47·2	10·5	13·4	391·0
1964	38·6	65·2	63·7	55·9	11·3	14·3	15·3	71·2	7·8	35·6	5·9	51·8	12·1	14·7	436·6
1965	42·6	64·6	70·9	63·0	12·0	14·0	15·3	79·8	9·2	35·6	8·1	54·3	11·9	16·4	469·4
1966	41·9	69·7	74·3	69·7	13·0	14·1	14·9	86·0	10·7	36·8	7·8	60·3	15·0	17·2	499·2
1967	41·4	75·4	77·5	74·4	14·0	13·4	16·2	91·5	10·0	37·5	8·4	63·6	17·0	19·1	523·3
1968	50·1	99·3	93·9	91·7	17·3	16·3	18·6	107·0	14·1	45·1	7·5	82·9	21·0	27·3	643·8
1969	51·3	109·8	109·5	111·7	20·4	17·6	22·8	124·1	17·5	50·1	5·4	99·0	26·2	33·5	738·9
1970	61·5	135·7	127·0	135·8	22·4	19·5	23·8	139·1	19·8	53·6	4·8	105·0	26·5	39·8	847·9
1967 1st quarter	11·1	19·1	20·5	19·3	3·4	3·4	4·5	23·2	2·3	9·6	3·0	16·5	4·4	4·6	135·9
2nd quarter	10·9	19·9	22·5	20·2	3·7	3·6	4·2	26·0	2·5	9·7	2·4	18·5	5·8	5·3	144·1
3rd quarter	10·1	17·3	18·2	17·0	3·5	3·3	3·9	21·9	2·6	8·9	2·1	15·5	3·9	5·0	124·3
4th quarter	9·3	19·0	16·3	17·9	3·4	3·0	3·6	20·3	2·6	9·3	1·0	13·1	2·9	4·2	118·8
1968 1st quarter	11·8	23·3	22·4	22·5	4·1	3·9	4·4	24·4	3·6	10·9	2·2	20·5	5·9	6·2	154·0
2nd quarter	13·2	24·9	24·6	24·0	4·2	4·0	4·7	28·2	3·0	10·7	1·4	21·6	5·7	7·1	164·5
3rd quarter	13·0	24·8	23·9	21·2	4·3	4·3	4·9	26·3	3·3	11·9	1·5	20·4	4·9	6·7	159·8
4th quarter	12·1	26·3	23·1	23·9	4·7	4·2	4·7	28·0	4·3	11·6	2·4	20·4	4·5	7·3	165·7
1969 1st quarter	11·5	24·3	23·8	24·9	4·3	4·0	4·9	27·7	4·2	11·1	1·9	22·4	6·4	6·6	165·0
2nd quarter	13·8	26·8	28·5	28·3	5·0	4·4	5·1	32·3	4·3	12·7	1·0	26·3	7·3	9·0	188·5
3rd quarter	13·2	28·7	29·0	28·8	5·1	4·4	6·2	30·2	4·0	12·4	0·8	24·8	6·1	8·9	187·6
4th quarter	12·8	30·0	28·3	29·7	5·9	4·9	6·3	33·8	5·0	13·9	1·6	25·5	6·4	9·0	197·7
1970 1st quarter	13·7	31·8	29·1	31·4	5·0	4·3	5·6	33·2	4·4	12·5	1·7	25·0	8·0	8·1	197·6
2nd quarter	18·3	33·0	31·6	33·2	6·0	5·1	6·0	37·8	5·9	14·3	1·4	29·4	8·3	11·1	221·9
3rd quarter	13·8	32·6	30·5	31·7	5·3	4·4	5·6	31·2	4·6	12·7	0·6	24·0	5·1	10·3	197·1
4th quarter	15·9	38·3	35·8	39·5	6·2	5·6	6·3	37·0	4·9	14·1	1·1	26·5	5·0	10·3	231·3

Table 4. Home market prices

1963 = 100

	1968 MLH	1964	1965	1966	1967	1968	1969	1970	1968	1969				1970			
									4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.
Inorganic chemicals	271/1	101·2	101·9	105·5	105·9	110·0	113·2	118·7	110·2	110·9	112·6	114·5	114·7	116·4	119·3	119·5	119·8
Organic chemicals	271/2	96·6	96·6	96·2	96·2	98·1	97·8	99·1	98·3	98·5	98·3	97·8	97·6	97·3	97·9	100·5	100·7
Pharmaceutical chemicals and preparations	272	99·0	97·3	94·4	95·4	94·7	94·7	97·4	95·0	94·7	94·6	94·6	95·0	95·7	97·1	98·2	98·6
Toilet preparations	273	103·5	109·3	113·3	114·5	121·2	123·4	131·1	121·6	122·2	123·0	123·0	124·2	126·5	129·5	132·7	135·8
Paint	274	100·4	101·4	101·6	101·7	103·9	104·8	111·0	104·8	104·8	104·8	104·7	104·8	105·5	110·6	111·4	116·5
Soap, synthetic detergents, etc.	275	102·3	108·4	109·0	108·4	111·7	115·3	121·0	112·4	112·6	114·1	116·7	117·3	117·7	119·8	122·8	123·7
Synthetic resins and plastics materials	276/1	98·0	96·1	95·3	93·4	95·6	96·5	99·6	95·7	95·9	96·4	96·5	97·2	97·6	99·2	100·4	101·0
Dyestuffs and pigments	277	101·4	109·9	112·2	112·5	114·0	118·8	127·8	114·2	115·7	119·2	119·8	120·5	121·7	124·7	132·5	132·3
Total	Order V†	100·1	101·0	101·7	102·1	105·4	106·4	111·1	105·5	105·7	105·9	106·7	107·4	108·3	110·3	112·3	113·5

† This price index refers only to sales outside the chemicals industry including sectors not shown above.

(Continued on next page)

CHEMICAL INDUSTRY, *continued*

The smallest increases were in organics (1½ per cent), pharmaceuticals (3 per cent) and synthetic resins and plastics materials (3 per cent). On an end-year to end-year basis, nearly all sectors showed larger increases; the biggest increase was in paint, 11 per cent. In inorganics, however, there was little increase in prices in the second half of 1970, and the rise between the ends of the years (4½ per cent) was slightly less than that between the averages of the two years.

Capital expenditure (Table 6)

Figures of fixed investment in 1969 have been revised upwards in the light of the results of the census of production for that year; there have been some consequent (but smaller) revisions to the figures for the first three quarters of 1970.

The volume of fixed investment is now estimated to have risen by 17 per cent in 1969. Allowing roughly, however, for the bunching of expenditure in the final quarter of 1968 to take advantage of the higher level of investment grants, the increase in 1969 was 21 per cent, and the level of expenditure (£224 million at 1963 prices) was nearly back to the level of the previous peak in 1966 (£229 million).

The strong rise in fixed investment in the first half of 1970 continued in the third quarter. During the first three quarters of the year expenditure was 25 per cent higher than the average for 1969 (23 per cent if allowance is made for the investment grant distortion mentioned above).

There is no doubt, therefore, that expenditure in 1970 substantially exceeded the peak level of 1966, and it is likely that the percentage increase was greater than that in 1969.

Forecasts supplied to the Department of Trade and Industry in November/December last year suggest, however, that the chemical industry was then expecting a moderate fall in investment in real terms this year.

Table 5. Employment (Great Britain)†

Thousands

	1968 MLH	1969 June	1969 Sept.	1969 Dec.	1970 March	1970 June	1970 Sept.
General chemicals	271	143·3	144·8	144·6	144·5	144·5	141·7
Pharmaceutical chemicals and preparations	272	69·4	70·8	71·8	71·9	71·6	72·9
Toilet preparations	273	25·4	27·3	28·2	26·1	25·3	26·2
Paint	274	35·1	35·3	34·9	33·8	33·6	33·9
Soap and detergents	275	24·5	24·8	24·7	24·8	24·8	24·4
Synthetic resins and plastics materials and synthetic rubber	276	57·2	57·7	58·8	58·7	58·8	59·2
Dyestuffs and pigments	277	25·0	25·2	25·7	26·0	26·1	26·5
Fertilizers	278	13·2	13·1	13·3	13·7	13·3	13·4
Other chemical industries	279	77·3	77·9	77·5	76·4	75·9	75·6
Total		470·4	476·9	479·5	475·9	473·9	473·8

† Employment in the chemicals industry in Northern Ireland is about 3,500; of which 1,000 is in General Chemicals; 1,700 in Synthetic Resins and Plastics Materials and 600 in Fertilizers.

Table 6. Capital expenditure

£ million

	Current prices	1963 prices
1963	134	134
1964	168	165
1965	234	209
1966	259	229
1967	217	191
1968	223	189
1969	270	221
	Actual	Seasonally adjusted
1968 2nd quarter	53	46
3rd quarter	50	45
4th quarter	73	55
1969 1st quarter	55	49
2nd quarter	65	56
3rd quarter	68	60
4th quarter	82	57
1970 1st quarter	81	66
2nd quarter	89	68
3rd quarter	93	72

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during January 1971, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Total	Public Companies	Private Companies
Not exceeding £100	1,728	1	1,727
Over £100 but under £1,000	144	—	144
£1,000 but under £10,000	635	—	635
£10,000 but under £50,000	155	—	155
£50,000 but under £100,000	11	—	11
£100,000 but under £1,000,000	10	—	10
£1,000,000 and over	1	—	1
Total Number	2,684	1	2,683
	£ thous.	£ thous.	£ thous.
Total amount of Nominal Capital	10,440	—	10,440

Companies registered in Great Britain in 1970 and 1971

	1970 Number	1970 Nominal Capital £ thous.	1971 Number	1971 Nominal Capital £ thous.
January	2,087	5,528	2,684	10,440
February	2,156	7,556		
March	2,464	5,098		
April	2,556	7,657		
May	2,322	10,323		
June	2,670	6,097		
July	2,573	16,272		
August	2,280	4,355		
September	2,461	6,404		
October	2,615	6,726		
November	2,564	4,831		
December	2,972	37,229		
Total	29,720	118,076		

New companies registered in Northern Ireland

IN THE MONTH of December 1970, 21 private companies with a total nominal capital of £175,000 and one public company limited by guarantee and not having a share capital were registered in Northern Ireland.

During the period January-December 341 companies with a total nominal capital of just over £3,053,000 were registered as compared with 297 companies with a total nominal capital of over £3,176,000 registered in the same period in 1969.

Bankruptcy Acts, 1914 and 1926

THE NUMBER of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the Quarter ended December 31, 1970, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration

High Court	276
County Courts	904
Total	1,180

Deeds of Arrangement

Total number registered	53

The above information was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated January 29, 1971.

Turnover of the catering trades, laundries and dry cleaners and hairdressers in December 1970

THE TURNOVER of the catering trades in December 1970 was 10 per cent more than in the same period of 1969: for the fourth quarter as a whole the increase was 9 per cent. The increase in the year as a whole compared with the previous year was 8 per cent, the largest in recent years.

The turnover of laundries and dry cleaners showed increases of 9 per cent in December and 6 per cent in the fourth quarter compared with a year earlier. In the year 1970 turnover was 4 per cent more than in 1969. Hairdressers' turnover was 2 per cent up in December but unchanged in 1970 as a whole.

Although, because of the postal strike, the December figures are based on returns from fewer contributors than usual, it is unlikely that the figures now published will need major revision when the remaining returns are received. The Department of Trade and Industry is grateful to the many contributors who have helped by giving their returns by telephone.

Catering trades

Allowing for seasonal movements the turnover of the catering trades increased by 3 per cent in the fourth quarter, following little change between the second quarter and the third. This suggests that the upward trend of turnover has been resumed.

Catering trades' turnover

Seasonally adjusted index numbers of sales per week 1964=100

	1968	1969	1970
1st quarter	116	122	133
2nd quarter	116	126	137
3rd quarter	118	126	136
4th quarter	122	129	140

Public Houses' turnover was 11 per cent more in the fourth quarter of 1970 than in the same period of 1969, a slightly larger increase than for 1970 as a whole. The turnover of licensed hotels increased slightly more, by 12 per cent, much in line with their average experience for the year. The turnover of restaurants, cafes and fish and chip shops in the fourth quarter was 5 per cent more than a year earlier, also in line with recent quarters. In the same period canteens' turnover increased by 4 per cent, but for the year as a whole the rise was only 1 per cent.

In future, the detailed monthly statistics for the catering trades will be published in the Business Monitor series rather than in *Trade and Industry*. The seasonally adjusted index numbers and a summary table of percentage increases will still be published in *Trade and Industry*, and the Business Monitor will be issued on the same day. The Business Monitor (Reference SD5 – Catering Trades) may be obtained from HMSO, PO Box 569, London, S.E.1. The annual subscription is 60p.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier*† 1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969	126	107	128	145	123	108	104	109	124	124	136	147*	148	140	126	116	127
	1970	136	116	138	155	134	111	115	122	128	140	145	159	159	150	134	126	140
	1969	*7*	*7*	*7*	*7*	*7*	*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*	*9*	*6*	*7*
	1970	*8§*	*9*	*8*	*7*	*9*	*3*	*10*	*12*	*3*	*13*	*7*	*8*	*7*	*7*	*7*	*9*	*10*
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969	131	91	140	180	116	87	87	97	120	132	161	186*	191	165	130	107	112
	1970	146	103	152	199	130	95	99	113	127	154	171	211	206	184	145	118	126
	1969	*8*	*9*	*9*	*6*	*9*	*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*	*7*	*8*	*11*
	1970	*11§*	*14*	*9*	*11*	*12*	*10*	*15*	*17*	*6*	*17*	*6*	*13*	*8*	*11*	*12*	*10*	*13*
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969	122	104	123	147	116	103	103	105	120	116	130	145*	151	145	124	114	112
	1970	129	111	129	155	122	107	112	113	124	130	133	154	159	153	126	120	120
	1969	*5*	*3*	*6*	*5*	*6*	*7*	*—*	*2*	*4*	*9*	*6*	*8*	*6*	*3*	*10*	*6*	*4*
	1970	*6§*	*7*	*5*	*6*	*5*	*4*	*8*	*8*	*3*	*12*	*3*	*6*	*5*	*6*	*2*	*6*	*7*
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969	128	111	131	140	130	115	107	112	129	127	135	144*	142	135	127	118	141
	1970	140	123	143	150	143	118	120	129	132	145	149	155	153	144	137	132	158
	1969	*9*	*9*	*8*	*9*	*8*	*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*	*10*	*6*	*8*
	1970	*9§*	*10*	*9*	*8*	*11*	*2*	*12*	*15*	*2*	*15*	*10*	*8*	*8*	*7*	*8*	*12*	*12*
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969	113	120	113	104	117	119	119	123	111	116	111	99*	101	111	117	121	113
	1970	115	118	114	107	121	116	118	119	118	113	113	101	105	113	123	125	116
	1969	*4*	*6*	*5*	*4*	*1*	*8*	*4*	*5*	*5*	*3*	*7*	*- 1*	*5*	*7*	*3*	*—*	*- 1*
	1970	*1§*	*- 2*	*2*	*2*	*4*	*- 2*	*—*	*- 3*	*6*	*- 2*	*1*	*2*	*3*	*2*	*5*	*4*	*3*

† The monthly periods consist of four weeks except those marked * which are of five weeks. The December 1970 period was the five weeks from November 29, 1970, to January 2, 1971, the December 1969 period was from November 30, 1969 to January 3, 1970.

‡ Includes catering contractors other than outside contractors which are included with restaurants, etc.

§ January-December.

(Continued on next page)

CATERING, ETC. TRADES, *continued*

Laundries and dry cleaners

The turnover of both laundries and dry cleaners showed rather larger increases in December than in other recent months. However, in the fourth quarter as a whole the turnover of laundries was 5 per cent more than a year earlier, only slightly above the average for the year 1970. The December increase for dry cleaners reflects in part a low figure for December 1969, but the average increase of 7 per cent for the quarter was considerably larger than in the first three quarters and brought the increase for the year to 4 per cent. This was the first annual increase since 1967.

Hairdressers

Both men's and women's hairdressers increased their turnover by 1 per cent in the fourth quarter of 1970 compared with a year earlier. In the year as a whole the turnover of men's hairdressers and hairdresser-tobacconists increased by 2 per cent and the turnover of women's hairdressers was unchanged.

Note:

All figures in this commentary are at current prices.

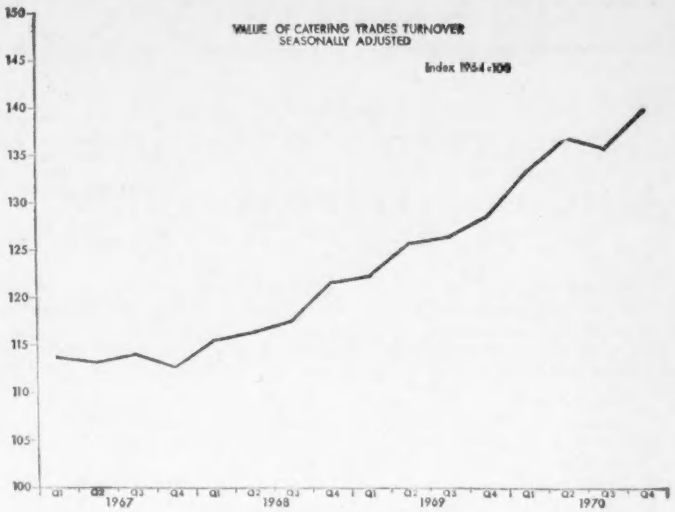


Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry Cleaners	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
(£137 million)	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969	101	97	105	103	100	93	97	101	102	109	103	103*	101	104	106	104	92
	1970	105	98	110	107	106	96	100	98	110	110	110	110	106	106	110	109	100
	1969	*1*	*1*	*2*	*2*	—	*4*	*– 1*	*1*	*2*	*4*	*1*	—	*1*	*4*	*2*	—	*– 2*
	1970	*4§*	*1*	*5*	*4*	*6*	*3*	*4*	*– 3*	*8*	*1*	*6*	*7*	*5*	*1*	*4*	*4*	*9*
Laundries	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
(£81 million)	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969	104	101	105	105	103	99	100	103	101	110	105	107*	103	105	108	108	96
	1970	108	101	113	110	109	103	103	97	112	111	114	113	109	107	112	113	103
	1969	*3*	*3*	*3*	*4*	*2*	*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*	*3*	*2*	—
	1970	*4§*	—	*7*	*4*	*5*	*4*	*2*	*– 5*	*11*	*1*	*9*	*6*	*6*	*2*	*4*	*5*	*7*
Dry-cleaners, etc.	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
(£56 million)	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969	97	92	103	99	95	84	91	98	103	108	100	96*	97	104	103	98	85
	1970	101	94	105	103	101	85	96	99	105	109	102	105	100	104	107	102	96
	1969	*– 2*	*– 3*	—	*– 1*	*– 3*	*3*	*– 5*	*4*	*– 1*	*2*	*– 1*	*– 4*	*– 2*	*3*	—	*– 3*	*– 5*
	1970	*4§*	*2*	*2*	*4*	*7*	—	*5*	*1*	*2*	*1*	*2*	*9*	*4*	—	*5*	*3*	*12*

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier†*

1966 = 100

Kind of business Turnover in 1966 (Provisional estimates)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
(£136 million)	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969	104	101	105	106	106	99	98	104	106	107	104	107*	108	103	105	104	107
	1970	105	101	105	106	106	99	101	102	103	106	105	109	107	104	104	105	110
	1969	*1*	*3*	*1*	—	*– 1*	*5*	—	*3*	*1*	*4*	*– 1*	—	*1*	*– 1*	*2*	*1*	*– 3*
	1970	—§	—	—	—	*1*	*– 1*	*4*	*– 2*	*– 2*	*– 1*	*2*	*1*	—	—	*– 1*	*1*	*2*
Men's hairdressers and men's hairdresser-tobacconists	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
(£27 million)	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969	108	100	105	112	115	101	98	99	102	103	109	112*	114	110	111	108	122
	1970	109	103	107	112	116	103	105	100	100	103	115	112	113	112	110	109	126
	1969	*3*	*2*	*2*	*3*	*4*	*1*	*1*	*4*	*1*	*5*	—	*2*	*5*	*1*	*8*	*4*	*1*
	1970	*2§*	*3*	*2*	—	*1*	*2*	*7*	—	*– 2*	—	*5*	—	*–1*	*2*	*– 1*	*1*	*3*
Women's hairdressers and men's and women's hairdressers	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
(£109 million)	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969	103	101	106	104	102	99	97	106	107	109	102	106*	106	101	102	102	102
	1970	130	100	104	104	103	97	99	103	105	107	102	108	105	101	101	103	104
	1969	—	*3*	*1*	*– 1*	*– 3*	*7*	*– 1*	*2*	*1*	*4*	*– 1*	*– 1*	*– 1*	*– 2*	—	*– 1*	*– 7*
	1970	*– §*	*– 1*	*– 1*	—	*1*	*– 2*	*2*	*– 3*	*– 2*	*– 2*	—	*2*	—	*– 1*	*– 1*	*1*	*2*

For notes see Table 1.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, February 12, 1971. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Games That Lovers Play	Br/E 35336/7/2/76	91	February 8	Border Film Productions (London) Ltd.	Border Film Productions (London) Ltd.
Come Back Peter	Br/E 35338/14/2/76	65	February 9	Richard Schulman Entertainments Ltd.	Donwin Productions Ltd.
Percy	Br/E 35339/14/2/76	101	February 9	MGM-EMI Distributors Ltd.	Welbeck Film Distributors Ltd.
The Hagenbeck Story	Br/E 35340/14/2/76	28	February 9	" " "	Harold Baim Motion Picture Productions Ltd.
Children and Cars	Br/E 35341/14/2/76	9	February 9	Halas and Batchelor Animation Ltd.	Halas and Batchelor Animation Ltd.
The Music Lovers	Br/E 35346/14/2/76	123	February 11	United Artists Corporation Ltd.	Russfilms Ltd.
The Plymouth Sound	Br/E 35348/14/2/76	25	February 11	" " "	Harold Baim Motion Picture Productions Ltd.
Wild Is The Wind	Br/E 35349/14/2/76	24	February 11	New Realm Distributors Ltd. "	Antler Film Productions Ltd.
Movietone News 2175	Br/E 35236/14/2/76	8	February 12	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2175A	Br/E 35237/14/2/76	8	February 12	" " " "	" " "
				FOREIGN	
The Ballad of Cable Hogue	F 35335	119	February 8	Warner Bros. Distributors Ltd.	Phil Feldman Productions Inc.
All About Women	F 35337	83	February 8	Richard Schulman Entertainments Ltd.	Pierson Production Citel, Paris.
Two Living One Dead	F 35342	92	February 9	British Lion Films Ltd.	Swan Productions Ltd.
Alyse and Chloe	F 35343	80	February 9	New Realm Distributors Ltd.	Films de L'Epee, Paris.
I Had My Brother's Wife	F 35344	77	February 9	" "	Ulvi Dogan, Stuttgart.
The Girl Who Couldn't Say No	F 35345	82	February 11	London Screen Distributors Ltd.	Ital Noleggio Cinematographica S.p.a., Rome.
Language of Love	F 35347	107	February 11	The Darville Organization (Communications) Ltd.	Swedish Filmproduction Investment AB, Stockholm.

Analysis of man-made fibre production in 1970

PRODUCTION OF MAN-MADE fibres by weight in December was 5 per cent more than in December 1969. Output of staple fibre was 9 per cent more but that of continuous filament was at the same level. Total production during 1970 was a record 1,321 million lb., an increase of 8 per cent over the previous year. Production of staple fibre was 13 per cent more and continuous filament 2 per cent more.

Production of synthetic fibres in 1970 at 742.7 million lb. was 16 per cent more than in 1969, with continuous filament output rising by 7 per cent and that of staple fibre by 26 per cent.

Production of non-synthetic fibres in 1970 remained at the same level of 578.8 million lb. There was no change in the level of production of viscose fibres; output of viscose filament fell by 9 per cent while that of viscose staple fibre rose by 3 per cent. Production of acetate and triacetate fibres in 1970 remained at the same level; output of continuous filament fell by 1 per cent while that of staple fibre rose by 3 per cent.

(*Continued on next page*)

Analysis of man-made fibre production

million lb. (†)

	Total		Continuous filament		Staple fibre	
	Synthetic	Viscose +acetate	Synthetic	Viscose +acetate	Synthetic	Viscose +acetate
1961	145·9	421·8	87·5	174·5	58·4	247·3
1962	182·9	444·3	114·0	176·8	68·8	267·5
1963	232·3	486·8	141·7	188·5	90·6	298·3
1964	278·7	546·5	165·6	212·5	113·1	334·0
1965	326·3	535·8	180·0	216·4	146·3	319·4
1966	385·3	496·3	211·3	200·0	174·0	296·2
1967	427·9	527·2	238·5	199·9	189·4	327·3
1968	591·7	596·9	318·1	214·9	273·6	382·0
1969	642·4	578·8	343·7	212·9	298·7	366·0
1970	742·7	578·8	367·3	200·5	375·4	378·3
1967 1st quarter	107·1	130·0	58·8	47·8	48·4	82·2
2nd quarter	108·9	131·9	59·7	50·3	49·2	81·6
3rd quarter	92·7	122·4	52·7	49·1	40·0	73·3
4th quarter	119·2	142·9	67·3	52·7	51·9	90·2
1968 1st quarter	140·7	151·8	79·0	55·0	61·7	96·8
2nd quarter	147·1	151·3	79·4	55·7	67·7	95·6
3rd quarter	141·4	143·3	75·3	49·6	66·1	93·7
4th quarter	162·5	150·5	84·5	54·6	78·0	95·9
1969 1st quarter	157·2	155·7	87·0	56·9	70·1	98·8
2nd quarter	166·8	150·0	86·8	55·8	80·0	94·2
3rd quarter	155·3	121·9	82·5	44·5	72·9	77·5
4th quarter	163·1	151·2	87·4	55·8	75·7	95·5
1970 1st quarter	172·5	151·1	84·6	55·1	87·8	96·0
2nd quarter	192·6	150·5	94·8	54·3	97·8	96·3
3rd quarter	185·7	142·2	90·2	43·7	95·5	98·5
4th quarter	191·8	135·0	97·7	47·4	94·2	87·6

The heading 'Viscose + acetate' includes triacetate.

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.

Index of the volume of production of man-made fibres

1963 = 100

1964	117	
1965	129	
1966	142	
1967	154	
1968	201	
1969	213	
1970	238	
	Actual	Seasonally adjusted
1969 1st quarter	216	204
2nd quarter	221	211
3rd quarter	199	220
4th quarter	216	218
1970 1st quarter	228	215
2nd quarter	248	237
3rd quarter	234	259
4th quarter	241	244
1969 July	205	217
August	190	225
September	203	218
October	211	218
November	225	223
December	212	213
1970 January	228	222
February	224	208
March	233	216
April	253	238
May	249	234
June	243	239
July	238	253
August	219	260
September	244	264
October	240	248
November	251	249
December	233	234

MAN-MADE FIBRE PRODUCTION, *continued*

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures are based on the seasonal pattern up to the end of 1969 and may be subject to slight revision when the complete figures for 1970 have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

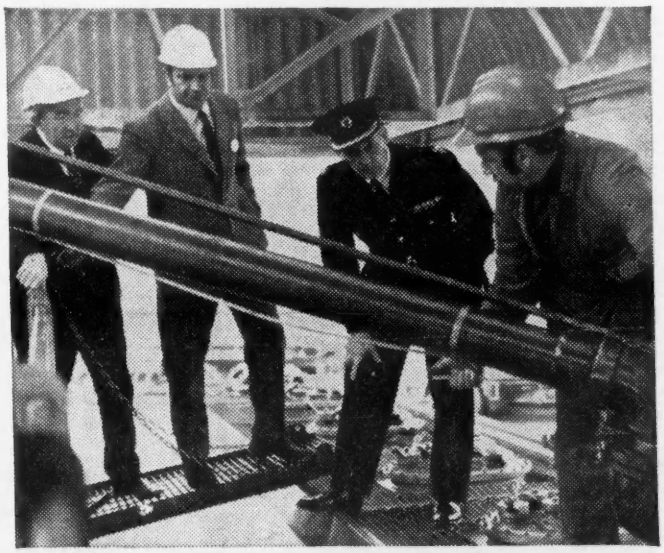
Inquiries Tel. 01-222 7877, Ext. 2867 or 2858.

Man-made fibre production

million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1970	1,321·5	567·8	753·7
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1970 1st quarter	323·6	139·8	183·8
2nd quarter	343·2	149·1	194·1
3rd quarter	327·9	133·9	194·0
4th quarter	326·9	145·1	181·8
1969 July	92·5	43·0	49·5
August	89·1	40·8	48·3
September	95·7	43·2	52·5
October	105·0	47·7	57·3
November	105·7	49·2	56·5
December	103·7	46·3	57·4
1970 July	115·1	46·9	68·2
August	100·4	41·8	58·6
September	112·4	45·1	67·3
October	107·7	48·6	59·1
November	110·2	50·1	60·1
December	108·9	46·4	62·6

(†) From July 1967 the production figures for continuous filament yarn are on an 'actua weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding 'actual weight'.



Mr. Iraj Alborzian of the Teheran-based Iranian oil company recently visited the Purfleet, Essex, installation of PD Oil and Chemical Storage Ltd. – part of the Powell Duffryn Group – to learn about their fire prevention methods and equipment. The visit was arranged by the Grays division of the Essex County Fire Brigade. Pictured (left to right) are: Captain G. W. (Bill) Clark, safety and security officer and marine superintendant of PD Oil and Chemical Storage; Mr. Iraj Alborzian; Mr. H. W. Weiss, divisional fire officer, Essex County Fire Brigade; and Mr. Keith Smith, a PDOCS leading hand. The group are inspecting an experimental device for preventing overflow when petrol is pumped into road tankers.

Deliveries of man-made fibres in 1970

TOTAL DELIVERIES of man-made fibres in 1970 at 1,288.1 million lbs. were 8 per cent more than in 1969.

Deliveries of continuous filament yarn in 1970 were 5 per cent more than in 1969; deliveries to the home trade were 2 per cent more and for export 16 per cent more. Within the home trade deliveries for weft knitting and warp knitting were 23 per cent and 8 per cent more respectively; while deliveries for broad weaving were 10 per cent less and for industrial purposes 9 per cent less.

Deliveries of staple fibre in 1970 were 10 per cent more than in 1969; deliveries to the home trade were 13 per cent more and for export 6 per cent more. Within the total for the home trade deliveries to cotton spinning were 13 per cent more, to wool spinning 11 per cent more and to flax spinning 13 per cent more.

Deliveries of continuous filament yarn(‡)

Million lb.

	Total	Home						Exports as yarn (†)
		Total	Broad weaving	Weft knitting	Warp knitting	Industrial purposes (tyres, etc.)	Other purposes	
1964	390·1	295·6	87·1	56·8	42·6	95·7	13·3	94·6
1965	397·4	310·2	89·1	55·2	47·2	106·0	12·8	87·2
1966	405·3	329·5	90·6	68·2	46·1	107·2	17·4	75·8
1967	437·8	345·8	75·4	87·3	55·8	107·8	19·6	91·5
1968	525·5	416·4	88·1	121·1	70·6	115·0	21·7	109·0
1969	535·1	426·9	86·4	114·5	77·8	129·6	18·5	108·2
1970	561·7	436·7	77·8	140·4	83·7	117·6	17·3	125·0
1968								
1st qtr.	130·8	102·5	22·8	29·0	16·8	28·6	5·3	28·3
2nd qtr.	130·8	103·9	22·9	29·2	17·6	28·9	5·3	26·9
3rd qtr.	126·2	98·7	19·8	28·8	16·9	28·3	4·9	27·5
4th qtr.	137·7	111·3	22·5	34·1	19·3	29·2	6·3	26·3
1969								
1st qtr.	142·9	115·9	24·3	33·2	20·5	32·5	5·4	27·0
2nd qtr.	138·3	111·9	22·0	30·0	20·9	33·4	4·6	26·4
3rd qtr.	116·4	94·1	18·4	24·2	17·0	30·2	4·4	22·3
4th qtr.	137·6	105·1	20·9	27·0	19·4	33·6	4·2	32·5
1970								
1st qtr.	140·6	105·7	19·9	30·7	19·5	31·8	3·9	34·9
2nd qtr.	143·0	112·6	21·4	36·2	20·8	30·5	3·7	30·4
3rd qtr.	126·5	100·4	18·6	31·8	19·7	26·2	4·1	26·2
4th qtr.	151·6	118·0	17·9 (§)	41·8	23·8	29·1	5·5	33·6

†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) From January 1968 a revised classification of end-uses was introduced; from the first quarter of 1968, therefore, the figures for deliveries to individual industries may not be precisely comparable with those for earlier periods.
(§) Includes 4·5 million lb. for carpets and rugs.

Deliveries of staple fibre

million lb.

	Total	Home					Exports (†)
		Total	Cotton spinning	Wool spinning	Flax spinning	Other systems and sundries	
1964	459·9	349·6	136·7	127·4	38·3	47·3	110·4
1965	450·7	334·6	125·7	125·5	29·4	54·0	116·1
1966	450·9	325·3	114·8	125·6	28·3	56·5	125·7
1967	516·9	337·0	105·5	128·2	42·0	61·2	179·9
1968	622·6	381·6	115·2	128·3	58·0	80·1	241·0
1969	659·8	373·1	112·7	113·5	61·7	85·2	286·8
1970	726·3	421·9	127·0	125·8	69·5	99·6	304·5
1968 1st qtr.	147·8	97·6	28·8	35·8	13·3	19·7	50·2
2nd qtr.	152·3	95·3	27·5	32·6	12·6	22·6	57·0
3rd qtr.	152·1	87·1	27·0	28·0	14·0	18·1	65·0
4th qtr.	170·4	101·6	31·9	31·9	18·1	19·6	68·8
1969 1st qtr.	175·1	100·3	29·4	30·8	17·6	22·6	74·8
2nd qtr.	170·9	89·7	27·1	28·9	13·8	20·0	81·1
3rd qtr.	149·1	81·6	24·6	24·0	13·4	19·6	67·5
4th qtr.	164·7	101·4	31·6	29·9	16·9	23·1	63·3
1970 1st qtr.	180·2	102·5	31·2	30·6	17·1	23·6	77·7
2nd qtr.	189·2	109·1	31·8	33·0	18·8	25·5	80·1
3rd qtr.	178·2	97·3	28·9	30·2	15·6	22·6	81·0
4th qtr.	178·7	113·0	35·1	32·1 (‡)	17·9	27·9	65·7

(†) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.
(‡) Woollen spinning 15·1 million lb.; Worsted spinning 17·0 million lb.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room 437, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

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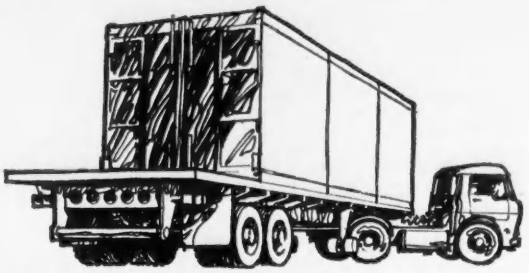

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Exhibitions and Fairs

Echo sounder wins second successive award at New York Boat Show

A report from the British Trade Development Office, New York

THE BRITISH Boating Industry were once again represented in strength at this year's New York Boat Show which ran from January 23-31. Twenty firms had stands in a joint venture sponsored by the Ship and Boat Builders National Federation, and a further seven exhibited independently including such internationally known manufacturers as Avon Rubber Company, Perkins Engines Inc. and Plessey Electronics Corporation.

In addition, British products were on display on a number of agents stands and all in all the industry was very well represented.

The continuing efforts by British boating in overseas markets resulted last year in record exports of £19.1 million, of which some £5.8 million were to the United States, an increase of about 15 per cent over 1969. An excellent performance in a market that had a difficult year.

Among British newcomers to the show were EMI Marine who appointed a number of distributors and dealers for their electronic equipment, and Simpson & Simpson who took a considerable number of orders for their stainless steel davits and who appointed East and West Coast distributors.

A great deal of interest was shown in the automatic pilot and power steering device displayed by Space Age Electronics Ltd., who also appointed a number of distributors. Marlow Ropes also exhibited for the first time and reported a very good show, and the crowd-stopping figurehead carver, Jack Whitehead of Cowes, Isle of Wight, attracted a great deal of radio, television and press publicity for the British group.

Advertising campaign

Peter Storm the foul weather clothing manufacturers reported tremendous interest in their products, and Dell Quay who first exhibited at the Miami Boat Show in 1969 have gone from strength to strength and plan to do even better by extending the national advertising of their range of unsinkable 'Dory' boats.

Electronic Laboratories, for the second successive year, were awarded a plaque by the American National Marine Electronics Association for their Seafarer echo-sounder. The Association says it is one of the best sold in the United States – the plaque exhibited on the stand was a tremendous selling point.

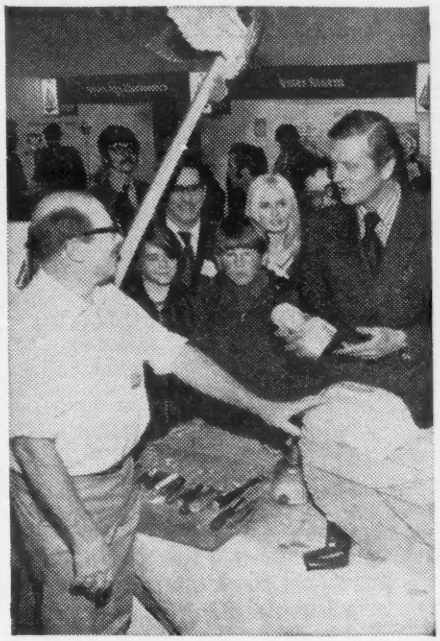
Jack Holt reported good sales of their day sailer 'Enterprise,' and also of their fine range of hardware and masts.

A number of British firms have become so successful in the market that they have opened or plan to open United States subsidiaries.

Big interest

The Ship and Boat Builders National Federation for the seventh year running manned an information stand and were kept constantly busy with questions about British boats and marine products that should lead to considerable sales.

The general overall consensus was that the New York show had once again been successful both for newcomers and established firms and many already have plans to exhibit again next year.



British boats attract great interest throughout the world . . . and the New York Boat Show was no exception. One VIP visitor was Mayor Lindsay (right), seen here with Mr. Jack Whitehead of Cowes, Isle of Wight, who presented a carved figurehead of the Mayor to Mr. Lindsay.

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An eye-catching set piece display in the Jelmoli Store.

Trade drive in Switzerland boosted by Jelmoli store promotion

THE JELMOLI department store promotion which opened in Zurich on February 5 for two weeks has a highly professional gloss to it, plus a lot of British merchandise. The opening ceremony – complete with Scottish pipers – set the theme, with 'Avengers' episodes being screened in colour. Jelmoli chose this television series as it is currently showing in that part of Switzerland.

The Jelmoli promotion has been given the title Schirm, charme, charmoli (umbrella, charm, bowler hat), adapted by the store to Schirm, charme, Jelmoli. Life-sized pictures of Patrick MacNee and Linda Thorson are used as backdrops throughout the store, with life-sized dummies of the pair in airy attitudes in amongst the displays.

This store promotion is part of the British Trade Drive running in Switzerland throughout 1971, and Department of Trade and Industry material is very much in evidence. Jelmoli have bought in extra stock for this promotion to the value of around £350,000.

A sizeable area of the ground floor has been transformed into a 'Harrods Food Store' with something over 50 British brand names appearing. In addition to the traditional biscuits, confectionery, and preserves which always do well in British promotions, there is a prominent display with tasting samples, of British cheeses.

It will be interesting to see if the Swiss can be persuaded to buy them regularly; certainly the cheeses are reasonably priced, fresh and attractive, and drawing customers.

Largest market

The clothing department has a Young Fashion section modelled on Harrods 'Way-In,' which is extensive and suitably noisy. Switzerland is Britain's largest single market for clothing, but the bulk of the trade is in traditional classic lines.

British furniture, reproduction and cottage styles, are increasingly in demand in Switzerland. It is comfortable, craftsman-built, and even after transport costs it sells at prices comparable with similar products on the market. The Jelmoli display is generously covered with Union Jack tickets, but unfortunately, the manufacturers' names are not always easy to find.

A BNEC consumer durables display is accommodated on the store's top floor. This is a separate exhibition, intended for trade buyers as well as the general public. The goods on display are on sale in shops and stores, including Jelmoli, throughout Zurich. Later this month the Jelmoli store in Geneva will hold a British promotion and the consumer durables display will also move on there.

Joint venture

On the industrial side the next event of the 1971 Trade Drive will be the British joint venture at the International Exhibition of Industrial Electronics (INEL) in Basle (March 9-13). This is being sponsored by the British Electrical and Allied Manufacturers' Association (BEAMA) and the DTI.

The Trade Drive is being co-ordinated in Britain by BNEC Export Council for Europe and the DTI, and in Switzerland by the British Consulate General in Zurich.

Mr. E. A. Midgeley, HM Ambassador in Berne (centre) talking to (left) the managing director of Jelmoli, Herr Zumstein, and a representative of Hoover, who took part in the consumer durables display.

A carpet depicting the Union Jack provides a luxurious surface for this shopper as she admires examples of other British carpets.

Mr. Grant for International Housewares and Domestic Appliance Fair

MR. ANTHONY GRANT, Parliamentary Under Secretary of State for Trade, was due to visit the International Housewares and Domestic Appliances Fair at Cologne on February 14.

British industry representation at the Fair consisted of 60 firms taking part in 6 joint venture displays organised jointly by the Department of Trade and Industry and the relevant trade associations.

ADVERTISEMENT INQUIRIES FOR 'TRADE AND INDUSTRY'

Inquiries concerning the insertion of advertisements in Trade and Industry should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1 **(01- 348 9876, Ext. 6147).**

High fashions from Britain impress at New York boutique show

A report from the British Trade Development Office, New York

SOME OF the liveliest British manufacturers of high fashion clothing have successfully participated in a recent American Boutique Show. In the first ever combined group display in the United States of British men's and women's clothing and accessories, 15 firms, sponsored by the Clothing Export Council took part under joint venture terms with the Department of Trade and Industry in the Second National Boutique Show at the McAlpin Hotel, New York, from January 24-27.

Buyers from all over the United States and Canada thronged the British exhibition area on the first floor of the hotel to view and place orders for the latest fashions from Britain.

The Boutique Show is a new event in the American fashion calendar, and the British exhibitors provided a strong overseas challenge to over 800 domestic and foreign participants with their colourful and effectively prepared group display.

On each day the British exhibit proved a source of attraction for retail store and boutique buyers from almost every American State.

Nothing new

The boutique scene in New York has in the past become associated with one-up-manship and constant shock appeal in terms of fashion. On this occasion, however, the shock was not so apparent; the merchandise was no longer unique, with the result that the average retailer will have nothing startlingly new to offer to the young market at least until the next Show in May.

Six months ago at the first Boutique Show, the merchandise exhibited seemed to reflect the 'rebellion against the establishmment' image which appeared so vital to the American youth scene at that time.

Now, the hirsute hippie types no longer attract a second glance as they are so much a part of the everyday scene. This change seemed to be reflected in the range of clothing displayed at the Boutique Show, where the main theme appeared to be a development of proven designs already selling well with small boutiques and stores that specialize in young people's fashions and accessories.

Hot pants ...

The few bright new fashion 'looks' included short shorts – 'Hot Pants' – knickerbockers and boot pants while other popular items included skinny rib shirts and sweaters, cowboy shirts and cartoon emblazoned T-sheets, embroidered satin shirts and jackets, overalls and bib front tops, suedes and leathers and, in particular, machine washable co-ordinated sportswear line in dyed chamois.

Along with the interest in pants was the logical tie-in with belts, the cartridge belt – as well as cartridge hat bands and watch bands – getting most of the attention. Appliqued and embroidered cloth belts and novelty buckle belts were also in abundance.

The Clothing Export Council were represented by Mr. Julian Clifford, who made arrangements for the group's visit with the assistance of the British Trade Development Office in New York. The Council, in conjunction with John Dewar Ltd., also prompted a highly successful press and buyers' reception at the hotel.

Successful British Toy Fair—and still growing

BUSINESS WHICH is expected to result from the five-day British International Toy Fair at Brighton is likely to top £26 million, state the organizers. Attendance figures of buyers totalled 6,602, of whom 1,066 were from abroad.

Overseas buyers visited the fair from 40 countries, and reports from many United Kingdom exhibitors by mid-Fair suggested that export figures will be substantial in the months ahead.

Next year sees the completion of a major extension to the big Metropole Hall, which will boost fair space another 35,000 sq. ft.

Mr. John Glanfield, organizer of the fair, said, 'There is no doubt that the volume of business, written and expected, on export orders, is again running at a most satisfactory level. It is also encouraging that many exhibitors are reporting better business than anticipated on the home front. All in all, a very good start to the Toy Year.'

The 1972 British International Toy Fair will open Saturday, January 29, and close on Wednesday, February 2.

Large contingent of overseas buyers look-in at STATINDEX

ALTHOUGH SMALLER than in previous years due to the absence of several large firms, STATINDEX '71 the British stationery industry's annual fair at Olympia, London from February 1-5, proved a happy hunting ground for the smaller firms exhibiting for the first time.

Fewer people attended the exhibition than last year, but they proved more than sufficient to give the newer exhibitors orders and inquiries for following up to keep them busy for months ahead.

The news that next year STATINDEX will be held at Grosvenor House, Park Lane, in April, was generally well received.

Extensive advertising for STATINDEX '71 in continental trade journals brought a fairly large contingent of overseas buyers to Olympia, including two from Iceland.

A general view of one of the five Hotel Metropole exhibition halls during the 18th British International Toy Fair held at Brighton, Sussex (January 24-28). Four other venues were used to stage the fair which occupied 150,000 square feet of space (15,000 square metres)

£17 million in orders taken at International Gifts Fair

THE VISIT of Princess Anne to the 22nd International Gifts Fair, at Blackpool, on February 3, set the seal on a highly successful week for the British gifts industry. Speaking at the official lunch given in her honour Princess Anne noted that the Fair had developed into a truly international market, and said that she had been most impressed by the quality and design of the goods she had seen.

The Fair had gathered together a comprehensive selection of goods, and displays of all kinds of giftware and fancy goods were mounted by 1,200 exhibitors. The Fair was dispersed through sites at the Winter Gardens, Metropole Hotel and Talbot Hall with a separate concentrated display of china and glass at the Golden Mile Centre.

Visitors at the Department of Trade and Industry stand at the 22nd International Gifts Fair held at Blackpool January 31-February 4.

Attendance, estimated at 35,000, included about 3,500 overseas buyers from 40 countries. Sample orders taken totalled an estimated £17 million, which Mr. Elkan Simons, the Fair's chairman and organizer, thought should lead to a 10 per cent increase in the industry's total export figure now estimated at £141 million.

Exhibitors reported orders generally showing an increase over last year. Hostess Tableware had taken orders worth over £20,000 by the end of the first day; Payne & Holloway, of Birmingham, received a £2,500 order from Kuwait for their trays and trolleys, a quarter of a million notelets were ordered by South Africa from Delgado & Mowbray, of London.

Visits to stands

The Department of Trade and Industry stand dealt with a steady flow of inquiries. Requests for tariff and status information were received as well as inquiries about Government assistance to firms participating in overseas fairs and selling missions. Visits were made to a cross-section of the exhibitors' stands for general promotional discussions on exports.

A particular feature of the stand was the Department's new Computerized Intelligence Service. Arrangements had been made for the daily export opportunities issued through the Service to be available at 9 o'clock each morning in order to demonstrate to potential subscribers the efficiency of the new service.

The success of this Fair, held from January 31-February 4, which is now the largest of its kind in the world, explains why there is always a waiting list for firms wishing to participate and encourages optimism for a growing gifts industry.

Sir John Eden to open IMBEX 71 at Earls Court

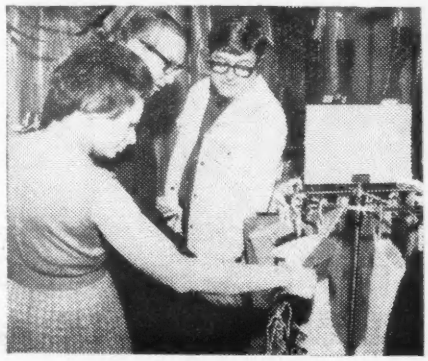
FINAL PLANS are now being made by the 288 exhibitors who are participating, at IMBEX '71, the International Men's and Boys' Wear Exhibition at Earls Court, London, from March 1-5.

Visitors are expected from over 70 countries. They will see not only the best of Britain's men's wear, but clothes from a number of other European and Asian countries, as well as new ideas in fixtures, fittings and processes.

They will see the IMBEX style parades, always an eagerly anticipated part of the exhibition which, viewed in conjunction with exhibitors own displays, offer an exclusive and comprehensive preview of the contemporary world's men's wear scene. Under the title 'IMBEX FASHION 1971' there will be twice-daily parades, with one show on the closing day.

The exhibition will be opened by Sir John Eden, Minister for Industry at the Department of Trade and Industry.

IMBEX '71 is promoted by Men's and Boys' Wear Exhibitions Ltd., and sponsored by the Clothing Manufacturers Federation of Great Britain Ltd., The Shirt, Collar and Tie Manufacturers' Federation Ltd., and The Tie Manufacturers Association Ltd., supported by the National Hosiery Manufacturers' Federation. The exhibition is organized by Industrial and Trade Fairs Ltd.



Mr. and Mrs. Clarence Weil, of B. Grossman, New Jersey, show interest in a range of boots on the Bond Street Gang stand. Helping them is Mr. Leslie Fossey. *(See report on facing page).*

Sales of British pop music to Eastern European countries going well

A report from the British Consulate-General, Marseilles

THIS YEAR'S International Record and Music Publishing Market, first held in Cannes in 1967, was attended by more British participants than ever before. Over 80 members of the Music Publishers Association and the British Phonographic Industry, whose entry was supported by the Department of Trade and Industry, were among the 300 British participants who were predominant at this year's livelier-than-ever event, attended by an estimated 4,500 professional visitors from 45 different countries.

Whether participating for considerations of prestige and renewing contacts, as in the case of the giants of the industry, or to do hard selling, as was the case of the smaller and certain newly-established companies, a quarter of whom were at Midem for the first time, British participants were without exception extremely satisfied with the amount of business they were able to conclude, particularly with Eastern European countries, where interest in pop music is rapidly growing.

In what appeared to be a sellers' market, there were several examples of successful deals reported by British firms – Carlin Music secured a contract worth £18,000 on the first morning; Intune reported non-stop inquiries for their current United States song-hits; Liberty reported a 25 per cent sales increase over last year, and MAM Records claimed they could have sold more albums than they are able to offer.

Important feature

On the entertainment side, the music galas which have become an important feature of Midem maintained the British lead by presenting a number of British artists and groups. Even the electronic sound equipment used was made in Britain – by a subsidiary company of Orange Publishing, London.

As earnings are spread over a long period it is not possible to assess accurately the total value of orders taken at Midem (January 17-22), but there is no doubt that this Music Market makes a vital contribution to the £40 million estimated turnover of the British music publishing and recording industry.

Although held in Cannes it is essentially a business forum, and the majority of the participants are able to spare little time to admire the Côte d'Azur winter splendours.

British Shopping Week in Norway

A BRITISH Shopping Week will be held in the town of Aalesund, Norway, from June 5-12, and will receive full support from the Department of Trade and Industry and the British National Export Council/Export Council for Europe.

Aalesund is situated on the west coast of Norway between Bergen and Trondheim and has a population of about 43,000. Its principal industries are fishing and the manufacture of furniture and textiles.

The ties between Britain and the town are particularly strong. Aalesund and its extensive hinterland are estimated to account for about six per cent of Norwegian purchasing poyer.

It has several department stores, numerous menswear and womenswear speciality shops, high-class perfumeries, jewellery and gift shops, and toy and record shops.

A total of 53 shops will be participating in the promotion, and a list of these is available from the General Export Services Branch of the DTI, Export House, Ludgate Hill, London, EC4M 7HU (Tel.: 01-248 5757, ext 245).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Tunisia and Pakistan

THE TUNISIAN *Journal Officiel* of December 15, 1970 announced the renewal for a further year from April 1, 1970 of the trade agreement of 1965 between Tunisia and Pakistan.

Under the terms of the agreement, Tunisian exports to Pakistan will include cereals, citrus fruit, phosphates, fruit and vegetable products, whilst Pakistan exports to Tunisia include cotton textiles and jute.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420, 475).

Tunisia and Iran

THE TUNISIAN *Journal Officiel* of December 15, 1970 announced the renewal for a further year from July 20, 1970 of the trade agreement of 1968 between Tunisia and Iran.

Under the terms of the agreement, Tunisian imports from Iran will include crude petroleum and chemical products whilst her exports to Iran will include phosphates, live animals and woollen and textile goods.

Further details about this agreement are available for British exporters from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420, 475).

India and Jordan

IT WAS ANNOUNCED in New Delhi recently that a Protocol had been signed extending the Indo-Jordan Trade Agreement for a further period of three years until December 31, 1973.

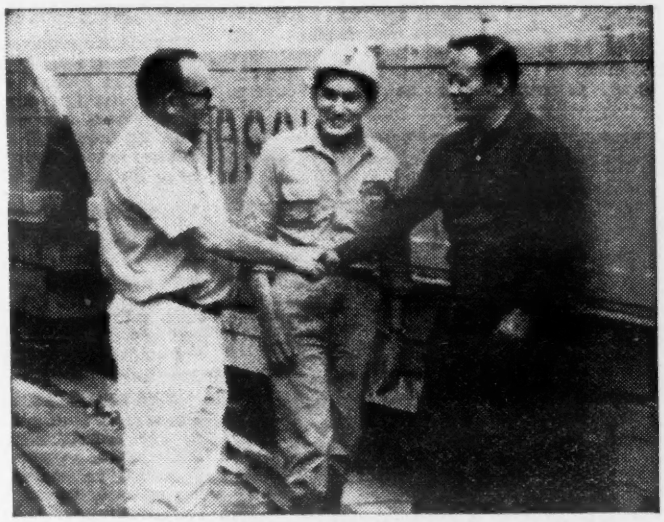
It is expected that total trade between the countries will rise to approximately Rs 7.5 crores (£4.2 million) in 1971. India's imports will include a substantial proportion of Jordanian phosphate, whilst Jordan is expected to import a wide range of Indian manufactured goods such as cables, iron and steel items, telephone exchange equipment and tyres, quite apart from such traditional items as tea. No further information is available.

Inquiries about this notice from British exporters should be addressed to Tariff Section, Export House, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420/475).

Algeria and North Vietnam

THE ALGERIAN *Journal Officiel* of December 22, 1970 published details of the trade agreement signed on January 9, 1970 between Algeria and North Vietnam. Algerian imports from North Vietnam will include fruit and vegetable products, chemical and pharmaceutical products. In return North Vietnamese imports from Algeria will include wine, beverages, paper, sugar, fertilizers and textiles.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420, 475).



Robert Hudson (Raletrux) Ltd., of Morley, Leeds, recently delivered a repeat order for 15,310 cu. ft. Rockflo cars to the Philex Mining Corporation's copper mine in the mountain province of Luzon Island, Philippines. A total of 32 Rockflo cars are now being used there. Pictured at the handing over ceremony are (left to right): Mr. I. Thibodeaux, Philex service superintendent; Mr. Ray Henry, project engineer, and Mr. L. M. Valmores, general manager of Hudson International Marketing – the Philippine branch of Robert Hudson (Raletrux) Ltd.

An all-British system for the automatic reading and sorting of documents, the Crosfield 9000, has been ordered by the Spanish national football pools organization, Patronato de Apuestas Mutuas Deportivas Beneficas, for the processing of its pools coupons. The new equipment will be installed at the Patronato headquarters in Madrid, where Crosfield Business Machines have recently completed the installation of 65 of their type 8300 high speed microfilming machines (pictured here), with automatically photograph every coupon for security purposes. Similar Crosfield equipment is already in service or being installed in Germany, Norway Indonesia, France and Holland.

Barbados and the Windwards

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Export opportunities: Export Intelligence Service

Because of disruption of postal service from January 20, Export Services Division of the Department of Trade and Industry has been unable to despatch intelligence to the subscribers to the Export Intelligence service.

The following is a list of Export Opportunities that would have been despatched in the Service in the normal course of events for February 1-4. The names and addresses of the overseas inquiries to whom the exporters should reply can be obtained from Export Service Division, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Telex No. 886143. Answer back Bothillgate London) or at any of the Department's Regional Offices or its Offices for Scotland and Wales. Subscribers to EIS, within a reasonable distance of these offices, may wish to know that facilities exist for them to call and examine all the intelligence that would have been available in the normal service.

SPECIFIC EXPORT OPPORTUNITIES

Angola:
- Hollow ware manufacturing equipment and moulds

Argentina:
- Metal tube manufacturing machinery
- Mining and atomic energy
- Oil well drilling equipment
- Rubber working machinery
- Wire drawing and complementary equipment

Australia:
- Alignment machine for integrated circuit fabrication
- Catalyst
- Coolers
- Curtains
- Dials
- Folding doors
- Garden furniture
- Knitting machine
- Labels
- Mats and matting
- Phase angle meters
- Pumps
- Surge counters
- Two-channel recording oscillograph
- Vibrating sieves
- Water heaters

Austria:
- Belts
- Brocade
- Clothing
- Fabrics
- Hand tools
- Motor vehicle accessories
- Outerwear
- Paper
- Socks
- Stockings

Bahamas:
- Carpets
- Furnishing fabrics
- Furniture
- Wallpaper

Barbados:
- Bags and boxes
- Cold room
- Cotton fabric
- Furniture parts and accessories
- Glues
- Hardware
- Lacquers
- Metal working machine
- Mirrors
- Playground equipment
- Reconditioned ovens
- Refrigeration equipment
- Tricycle parts
- Trucks
- Upholstery materials
- Wood veneers

Belgium:
- Cigarette rolling machines
- Files
- Fire extinguisher parts
- Marketing of synthetic fibres
- Seat belts

Berlin:
- Electrical cookers enamelling plant

Canada:
- Air compressors
- Axe heads
- Batteries
- Clothing
- Foodstuffs
- Testing equipment

Canary Islands:
- Horse box trailer

Ceylon:
- Glass making machinery
- Steel sheet

Cyprus:
- Broom sticks manufacturing machinery
- Envelope making machine
- Scrap cars pressing and disposal machine

Fiji:
- Pens
- Wire

Finland:
- Chinaclay

France:
- Plastic sheaths

Federal Republic of Germany:
- Advertising
- Asbestos products
- Beach-wear
- Bolts
- Bolt wire
- Boutique accessories
- Building board
- Cable
- Calcined raw materials
- Chemicals
- Components
- Contact breakers
- Costume jewellery
- Cotton waste and rags
- Drop forgings
- Electrical apparatus and equipment
- Fat
- Fish oil
- Glassware
- Glassworking machinery
- Glassworking machinery and moulds
- Honey
- Household goods
- Insulating compound
- Insulating materials
- Knitwear
- Linseed oil
- Magnets
- Medical, dental and surgical instruments; measuring, checking and testing apparatus
- Medical and surgical equipment
- Mohair yarns
- Oils and waxes
- Painters' and decorators' hardware
- Paper
- Pipeline equipment
- Polyethylene sheets
- Printing
- Screws
- Semi-conductors
- Steel
- Table frames
- Tallow
- Thermometers
- Thermoplastics
- Ties
- Vitamins
- Washers
- Wire

Germany/Ghana:
- Vehicles

Ghana:
- Fabrics
- Pressers
- Sewing machines

Greece:
- Chromium sulphates

India:
- Ash lifeboat oars
- Bearings
- Cameras
- Photographic materials
- Plastic tubes
- Rubber working machinery

Iran:
- Light bulbs
- Printing machinery
- Towel weaving plant

Israel:
- Iron blocks
- Needles
- Paper cardboard
- Rubber threads
- Sewing machines

Italy:
- Boring, milling and tapping machines
- Cast iron
- Chemicals
- Computer accessories
- Copper wire
- Fire-fighting equipment
- Frozen fish
- Lathes
- Metal pipe

Jamaica:
- Metal forming equipment
- Pencil making machinery
- Plastic bottle cases

Japan:
- Handkerchiefs
- Machinery for making sanitary towels
- Motor cycle accessories
- Neckerchiefs
- Scarves

Kuwait:
- Electric fittings and cable
- Foodstuffs
- Glass
- Head-dresses
- Metals
- PVC pipes and fittings
- Tractors

Lebanon:
- Tractor parts

Libya:
- Bleaching and dyeing machinery

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Mauritius:
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Morocco:
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New Zealand:
Press

Niger:
Turbines

Pakistan:
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Liquid nitron plant

Peru:
Bridges
Compressors
Communications equipment
Cranes
Drills
Electrical equipment
Mining equipment
Ore refining equipment
Sports articles
Vehicles

Portugal:
Upholstery machinery

Rwanda:
Handles
Locks
Springs
Steel
Tubing
Window louvres

Saudi Arabia
Comparators
Drums
Optical flats
Optical instruments
Paper-making machinery

Singapore:
Sanitary towels manufacturing machinery

Spain:
Asbestos
Paper
Plastic mouldings and moulds

Sweden:
Aluminium profiles
Animal food
Ball valves
Builders' hand tools
Cool-bags
Floor coverings
Flour
Footwear
Grain drying equipment
Hose
Hydraulic filters
Leather goods
Microdata picture cards
Office stationery and equipment
Printed matters
Shuttlecocks
Valves

Switzerland:
Bicycle frames
Glasses

Tunisia:
Spares for trailers

Uganda:
Deaf aids

United States:
Address books
Air compressors
Audio visual equipment
Barium sulphate
Bathroom ceramic articles
Brushes
Canned mushrooms
Carvings, etc.
Clips
Confectionery
Counters
Deodorants
Diaries
Educational toys, games and puzzles
Electronic components
Fasteners
Fish fryers
Giftware
Glass
Gourmet foods
Graphite
Hair colourings
Hand tools
Handicrafts
Mirrors
Opthalmic instruments and equipment
Optical equipment
Paintings
Photographic equipment
Picture frames
Pins
Pumps
Razor blades
Refrigerators
Scissors
Sculptors
Shampoos
Shaving cream
Spectacle frames
Spraying equipment
Stapling equipment
Stationery items
Steel bars
Tape recorders
Temperature controllers component
Woodworking machinery

United States/Kenya:
Piping and valves for a process mill

Yugoslavia:
Chains, equipment for production
Heat treatment and processing line
Woodworking machinery

Zambia:
Glue
Sal ammoniac

MANUFACTURE UNDER LICENCE

Berlin:
Transfers

Brazil:
Office supplies

Federal Republic of Germany:
Bodywork
Gears
Lifting equipment
Software

Nigeria:
Abrasives
Hand tools
Nails and screws

Sweden:
Animal food
Collapsible storage unit
Flour

Tunisia:
Manufacture of trailer units

Turkey:
Pigment dispersions

SUCCESSFUL BIDDERS

Australia:
Chromatograph

Brazil:
Laying of pipes

Greece:
Playing cards

GENERAL INFORMATION

Libya:
Marine insurance

Sweden:
Swedish steel works selling agreement for stainless steel tubing

MARKET POINTERS

Argentina:
Development of power generation

Australia:
Home unit development at Liverpool
Hotel motel project
International telecommunications terminal

Canada:
Clean environment programme
Toronoto five-year capital works programme

Colombia:
Construction of railway link between Cartagena, Barranquilla and Santa Marta
Exploitation of the Guajira coalfield

Cyprus:
Botanical and zoological gardens museum

Denmark:
Automatic vending machines

Ethiopia:
University expansion

Germany:
Construction of container terminals
Construction of power stations
Improvement of motorways

Hong Kong:
Hotel development
Swimming pool complex
Telecommunications for the fire services

Irish Republic:
Office and shop development

Israel:
Egg processing machinery
Honey processing machinery
Major improvements in airfields
Manufacture of textile dyeing and finishing machinery
Machinery and control instruments

Italy:
Medical and hospital equipment

Korea:
List of proposed projects

New Zealand:
Hotel extension

Singapore:
Land development, Orchard Road area

South Africa:
Construction of hotels
Construction of shopping centre at Parow

Sweden:
Proposed oil refinery at Brofjorden

Turkey:
Plants to manufacture bricks and tiles and to process onyx marble

Turkey Iraq:
Possibility of pipeline between Iraq and Turkey
Proposed natural gas pipeline between Iraq and Turkey

USSR:
Mechanized processes of vegetable production

Yugoslavia:
Abattoir
Refrigeration equipment

MARKET REPORTS

Canada:
Pleasure boats

Kuwait:
High fidelity stereo equipment

AGENCY INQUIRIES

Afghanistan:
Batteries
Clothing
Domestic ware

Argentina:
Marine equipment
Steelworks plant

Australia:
Curtains
Folding doors
Garden furniture
Mats and matting

(Continued on next page)

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Hoses
Hydraulic cylinders
Hydraulic tail board equipment
Pumps
Yarns

Barbados:
Art supplies
Barbed wire
Branding instruments
Chains
Chemicals
Confectionery
Fabrics
Gramophone records
Hand tools
Numbering discs
Ornaments
Staples
Stationery

Belgium:
Educational materials
Electric and electronic components
Electrical apparatus
Gas detection apparatus
Incineration plant
Measuring instruments and apparatus
Safety belts
Shop fittings
Toys and games

Brazil:
Office supplies

Canada:
Brushes
Kitchen gadgets
Mushrooms
Sponge mops

Ceylon:
Chemicals, industrial and agricultural
Compressors
Mamooties (hoes)
Pumps
Steel
Test equipment
Tools
Vibrators
Welding equipment

Colombia:
Gin
Whisky

Cyprus:
Clothing
Fabrics
Leather
Toilet preparations

Denmark:
Confectionery
Cutting tools
Fillers and similar articles
Hosiery
Nightwear
Raw materials for lacquer, varnish and plastic industries
Shirts
Yarns

El Salvador:
Steel

Ethiopia:
Pharmaceuticals

Fiji:
Adhesive dressings

Finland:
Brewery yeast
Coated fabrics
Cotton poplin
Hosiery and knitwear
Wool suitings and yarns

France:
Car and motor cycle accessories
Garage and workshop servicing equipment
Earth-moving equipment and vehicle spare parts
Excavator, earth-moving equipment and vehicle spare parts
Fabrics
Garage squipment
Hand tools
Industrial lighting
Machine tools
Measuring and checking instruments
Measuring and control instruments
Motorcycle parts and accessories
Time meters
Torque motors

Federal Republic of Germany:
Automobile accessories
Automotive parts
Baby rattles and bottles
Bodywork
Cabin cruisers
Cakes
Camping accessories
Camping articles and products
Car parts
Cleaning equipment
Computer peripheral equipment
Clothing
Confectionery
Compressors
Electric motors
Fabrics
Filters
Flooring stones
Garage equipment
Garden hand tools
Garden tools
Gin
Gloves
Laboratory equipment
Lawn mowers
Lifting equipment
Linseed oil
Mattresses
Measuring and weighing equipment
Medical equipment
Metals
Metal construction components
Paper
Paper-cutting machine knives
Paper products
Pipe couplings
Plasterboard
Plastic construction components
Process computers
Pullovers and cardigans
Pumps
PVC pipes
Rally accessories
Reproduction furniture
Shower caps
Sieves
Surgical rubberware
Tools
Valves
Yacht accessories

Germany/Egypt:
Vehicles

Greece:
Alarm bells
Cables
Diesel engines
Fuses
Ingots
Lamps
Light fittings
Manganese silicons
Pneumatic tools
Road-making machines
Search lights
Sockets
Switchgear
Thermocouples
Tractor parts
Tubes and lighting fittings
Tube strips

Hong Kong:
Blankets

Iceland:
Carpets
Metal office chairs
Rugs

India:
Chilled water plant

Israel:
Agricultural plant
Aluminium
Automotive accessories
Contractors' plant
Ferrous metals
Giftware
Machine tools
Polish
Sanitary ware
Soap
Steels

Italy:
Accessories for laundries
Acrylic fabrics
Bandsaw blades
Chamois dressed leather
Clocks
Linen fabrics
Machine tools
Pig iron
Time recording clocks and stamps
Twist drills
Vehicle spare parts
Women's clothing
Woollen textiles

Japan:
Textile machinery

Kuwait:
Casing
Coin counting machines
Metal
Perforating machines
Pipe
Pipes
Printing paper
Timber
Tools
Valves
Vehicle spare parts and accessories

Lebanon:
Commercial laundry equipment
Underwear
Women's outerwear

Malawi:
Tableware and babies' napkins

Malaysia:
Machine tools

Netherlands:
Adhesive tape
Bicycle parts
Caravan parts and accessories
Crash helmets
Foodstuffs
Furniture
Hearing aids
Parts for air-conditioning equipment
Pumps

New Zealand:
Filter elements

Norway:
Fabrics
Knitwear
Linings
Underwear

Peru:
Cranes
Fishmeal
Machine tools
Marine equipment
Security systems

Philippines:
Generators
Motors
Parts of motors
Transformers

Portugal:
Cement additives
Chemicals
Cisterns
Electrical materials
Kitchen tools and appliances
Knitwear
Locks
Marine diesel engine spares
Outer garments
Printed boxes
Protective and safety equipment
Semi-conductors
Tableware
Taps and fittings
Valves
Wallpaper
Yarns

Singapore:
Clothing and accessories
Electrical and pneumatic equipment
Haberdashery
Handling equipment
Record turntables
Sheets and blankets
Textiles

South Africa:
Cut-off machines
Hydraulic hacksaws

Spain:
Gloves
Urine bags

Sweden:
Automatic pig feeding system
Duplicating machines
Electronic instruments
Electrical warning systems
Engines
Fans
Film strips
Generators
Grain drying equipment
Hand tools
Household ironmongery and brassware
Office equipment and appliances
Pigments
Power transmission equipment
Prefabricated greenhouses
Radio and automobile products
Regulators
Relays
Sailing boats
Sand blasting equipment
School materials
Speed regulation equipment
Technical and control instruments
Tube connectors

Switzerland:
Gear transmissions
Grinding machines
Motors

Trucial States:
Foodstuffs

Uganda:
Hair dryers
Toilet requisites

UAR (Egypt)
Consultancy services

United States:
Audio visual equipment
Chains
Educational toys, games and puzzles
Fabrics
Identification marking equipment
Optical equipment
Photographic equipment

Semi-conductors and parts
Sheet metal fabricating machinery
Slide projectors
Tape recorders

Yugoslavia:
Boilers
Generators
Turbines

Zambia:
Autoclaves
Sterilizers

CALLS FOR TENDER

Algeria:
Agricultural machines
Canteen equipment
Dust removal units
Film synchronization and projection equipment
Glass processing plant

Argentina:
Aircraft
Construction of an irrigation dam
Furnace
Helicopter

Argentina/Uruguay:
Construction of bridge

Australia:
Amplifiers
Cables
Construction of airstrip
Construction of prestressed concrete bridge
Construction of sports centre
Drying oven
Electrophoresis apparatus
Electronic flow measuring equipment
Gas chromatograph
Instrumentation and controls
Pallet truck
Power supply
Radio link terminals
Straddle truck
Telephone exchanges
Transmission lines

Belgium:
Baggage handling equipment
Paper
Peanut oil
Soya oil

Bolivia:
Drilling masts
Transmission line

Brazil:
Water supply equipment

Burma:
Aerial cut-outs
Alum
Chemicals
Copper sulphate
Copper wire
Crucibles
Glass
Glass panes and mirrors
Grease manufacturing plant
Hasps and staples
Hinges
Hot rolled plate
Locks
Linesman's safety belts
Medical and surgical appliances
Milk, powdered
Mooring equipment
Needles, surgical
Nuts and bolts
Plumbago morgan
Reagents
Rolled steel sheets
Rubber belting
Screws and panel pins
Sodium sulphate
Soil testing and meteorological equipment
Sodium nitrate
Sulphur
Surgical catgut
Surgical needles
Tools, hand
Tubing
Tubing and accessories
Wire

Canada:
Radio equipment
Transformer

Ceylon:
Barium carbonate
Brake fluid
Copper strips
Launches
Leather treatment products
Platform trucks and trailers
Steel sheet
Textiles
Vibrators
Welding electrodes

Chile:
Absorbent gauze
Agricultural machinery
Blood transfusion units
Catgut
Catgut sutures and black supramid
Catheters
Diving equipment
Drain tubes
Fishing vessel and equipment
Hypodermic syringes
Measuring instruments
Meat processing equipment
Poultry raising equipment
Protective clothing
Sutures
Thermometers
Tools
Vehicles
Veterinary equipment

Cyprus:
Construction of embankment
Extension to power station
Transformers

Ecuador:
Electronic data processing equipment

El Salvador:
Valves and accessories

Ethiopia:
Telemetering instruments and apparatus

France:
Cupolas for swimming pools

Federal Republic of Germany:
Bedding articles
Steel sheet piling and accessories
Textile articles

Greece:
Belts for conveyor system
Diesel engine spare parts
Diodes, transistors and rectifiers
Line traps
Metering equipment
Revolving flashing lights
Voltage regulators

Honduras:
Circuit breakers
Electrical equipment
Gas turbine plant
Reclosers
Transformers

India:
Aluminium
Alloy steel section
Antibiotics
Boring and facing machine
Brazing machine
Briquetting press
Carbon steel forgings (shafts)
Chilled water-plant
Copper tubing
Copper wire bars
Dredgers
Dredger spare parts
Frequency convertor
Grinding machine
Head sheaves
Lathe
Measuring equipment
Pipe fittings
Pipes and plates
Pump
Pump spares
Radiation measuring and detecting instrument
Railway wheels, tyres and axles
Rolling stock wheelsets
Stamping sheets
Steel pipes
Steel plates
Steel sheet piles
Tin ingots
Tools, press
Torque converter spares
Tug
Welding appliance
Welding filler material

Indonesia:
Forklift trucks

Iran:
Telephone system
Tyres and tubes

Iraq:
Brick plant
Chemical materials and oils
Construction of water works
Electric power supply
Fishmeal
Gas sweetening unit
Jute yarn
Larchwood
Office stationery and sundries
Power supply units
Pumps
Razor blades
Steam boiler
Steel balls
Steel sheets and strips
Steel tubes for bicycle frames
Textile machines
Textile yarns
Tyres and tubes
Water treatment plant
Yarn, semi-worsted

Irish Republic:
Water supply project

Italy:
Mimeograph paper
Vehicle spare parts

Jordan:
Cheese

Kenya:
Medical supplies
X-ray films and chemicals

Kuwait:
Anaesthetics
Audio-visual aids equipment
Cleaning materials
Cloth
Exchanger tubes
Flannels
Flash drum
Foodstuffs
Foodstuffs and paper bags
Polysulfide corrosion inhibitor
Vests
Winter clothing

Jordan:
Lime
Mutton cloth

Kenya:
Boot polish
Drugs and dressings
Structural steelwork

(Continued on next page)

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Export Services Division of the Department of Trade and Industry (DTI) (at either the Regional Office covering their area or Export House, 50 Ludgate Hill, London, EC4M 7HU). The DTI, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the DTI require, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature, relating to the product which the businessman is proposing to sell.

AGENCY INQUIRIES, *continued*

Austria:
- Hoses
- Hydraulic cylinders
- Hydraulic tail board equipment
- Pumps
- Yarns

Barbados:
- Art supplies
- Barbed wire
- Branding instruments
- Chains
- Chemicals
- Confectionery
- Fabrics
- Gramophone records
- Hand tools
- Numbering discs
- Ornaments
- Staples
- Stationery

Belgium:
- Educational materials
- Electric and electronic components
- Electrical apparatus
- Gas detection apparatus
- Incineration plant
- Measuring instruments and apparatus
- Safety belts
- Shop fittings
- Toys and games

Brazil:
- Office supplies

Canada:
- Brushes
- Kitchen gadgets
- Mushrooms
- Sponge mops

Ceylon:
- Chemicals, industrial and agricultural
- Compressors
- Mamooties (hoes)
- Pumps
- Steel
- Test equipment
- Tools
- Vibrators
- Welding equipment

Colombia:
- Gin
- Whisky

Cyprus:
- Clothing
- Fabrics
- Leather
- Toilet preparations

Denmark:
- Confectionery
- Cutting tools
- Fillers and similar articles
- Hosiery
- Nightwear
- Raw materials for lacquer, varnish and plastic industries
- Shirts
- Yarns

El Salvador:
- Steel

Ethiopia:
- Pharmaceuticals

Fiji:
- Adhesive dressings

Finland:
- Brewery yeast
- Coated fabrics
- Cotton poplin
- Hosiery and knitwear
- Wool suitings and yarns

France:
- Car and motor cycle accessories
- Garage and workshop servicing equipment
- Earth-moving equipment and vehicle spare parts
- Excavator, earth-moving equipment and vehicle spare parts
- Fabrics
- Garage squipment
- Hand tools
- Industrial lighting
- Machine tools
- Measuring and checking instruments
- Measuring and control instruments
- Motorcycle parts and accessories
- Time meters
- Torque motors

Federal Republic of Germany:
- Automobile accessories
- Automotive parts
- Baby rattles and bottles
- Bodywork
- Cabin cruisers
- Cakes
- Camping accessories
- Camping articles and products
- Car parts
- Cleaning equipment
- Computer peripheral equipment
- Clothing
- Confectionery
- Compressors
- Electric motors
- Fabrics
- Filters
- Flooring stones
- Garage equipment
- Garden hand tools
- Garden tools
- Gin
- Gloves
- Laboratory equipment
- Lawn mowers
- Lifting equipment
- Linseed oil
- Mattresses
- Measuring and weighing equipment
- Medical equipment
- Metals
- Metal construction components
- Paper
- Paper-cutting machine knives
- Paper products
- Pipe couplings
- Plasterboard
- Plastic construction components
- Process computers
- Pullovers and cardigans
- Pumps
- PVC pipes
- Rally accessories
- Reproduction furniture
- Shower caps
- Sieves
- Surgical rubberware
- Tools
- Valves
- Yacht accessories

Germany/Egypt:
- Vehicles

Greece:
- Alarm bells
- Cables
- Diesel engines
- Fuses
- Ingots
- Lamps
- Light fittings
- Manganese silicons
- Pneumatic tools
- Road-making machines
- Search lights
- Sockets
- Switchgear
- Thermocouples
- Tractor parts
- Tubes and lighting fittings
- Tube strips

Hong Kong:
- Blankets

Iceland:
- Carpets
- Metal office chairs
- Rugs

India:
- Chilled water plant

Israel:
- Agricultural plant
- Aluminium
- Automotive accessories
- Contractors' plant
- Ferrous metals
- Giftware
- Machine tools
- Polish
- Sanitary ware
- Soap
- Steels

Italy:
- Accessories for laundries
- Acrylic fabrics
- Bandsaw blades
- Chamois dressed leather
- Clocks
- Linen fabrics
- Machine tools
- Pig iron
- Time recording clocks and stamps
- Twist drills
- Vehicle spare parts
- Women's clothing
- Woollen textiles

Japan:
- Textile machinery

Kuwait:
- Casing
- Coin counting machines
- Metal
- Perforating machines
- Pipe
- Pipes
- Printing paper
- Timber
- Tools
- Valves
- Vehicle spare parts and accessories

Lebanon:
- Commercial laundry equipment
- Underwear
- Women's outerwear

Malawi:
- Tableware and babies' napkins

Malaysia:
- Machine tools

Netherlands:
- Adhesive tape
- Bicycle parts
- Caravan parts and accessories
- Crash helmets
- Foodstuffs
- Furniture
- Hearing aids
- Parts for air-conditioning equipment
- Pumps

New Zealand:
- Filter elements

Norway:
- Fabrics
- Knitwear
- Linings
- Underwear

Peru:
- Cranes
- Fishmeal
- Machine tools
- Marine equipment
- Security systems

Philippines:
- Generators
- Motors
- Parts of motors
- Transformers

Portugal:
- Cement additives
- Chemicals
- Cisterns
- Electrical materials
- Kitchen tools and appliances
- Knitwear
- Locks
- Marine diesel engine spares
- Outer garments
- Printed boxes
- Protective and safety equipment
- Semi-conductors
- Tableware
- Taps and fittings
- Valves
- Wallpaper
- Yarns

Singapore:
- Clothing and accessories
- Electrical and pneumatic equipment
- Haberdashery
- Handling equipment
- Record turntables
- Sheets and blankets
- Textiles

South Africa:
- Cut-off machines
- Hydraulic hacksaws

Spain:
- Gloves
- Urine bags

Sweden:
- Automatic pig feeding system
- Duplicating machines
- Electronic instruments
- Electrical warning systems
- Engines
- Fans
- Film strips
- Generators
- Grain drying equipment
- Hand tools
- Household ironmongery and brassware
- Office equipment and appliances
- Pigments
- Power transmission equipment
- Prefabricated greenhouses
- Radio and automobile products
- Regulators
- Relays
- Sailing boats
- Sand blasting equipment
- School materials
- Speed regulation equipment
- Technical and control instruments
- Tube connectors

Switzerland:
- Gear transmissions
- Grinding machines
- Motors

Trucial States:
- Foodstuffs

Uganda:
- Hair dryers
- Toilet requisites

UAR (Egypt)
- Consultancy services

United States:
- Audio visual equipment
- Chains
- Educational toys, games and puzzles
- Fabrics
- Identification marking equipment
- Optical equipment
- Photographic equipment

Semi-conductors and parts
Sheet metal fabricating machinery
Slide projectors
Tape recorders

Yugoslavia:
Boilers
Generators
Turbines

Zambia:
Autoclaves
Sterilizers

CALLS FOR TENDER

Algeria:
Agricultural machines
Canteen equipment
Dust removal units
Film synchronization and projection equipment
Glass processing plant

Argentina:
Aircraft
Construction of an irrigation dam
Furnace
Helicopter

Argentina/Uruguay:
Construction of bridge

Australia:
Amplifiers
Cables
Construction of airstrip
Construction of prestressed concrete bridge
Construction of sports centre
Drying oven
Electrophoresis apparatus
Electronic flow measuring equipment
Gas chromatograph
Instrumentation and controls
Pallet truck
Power supply
Radio link terminals
Straddle truck
Telephone exchanges
Transmission lines

Belgium:
Baggage handling equipment
Paper
Peanut oil
Soya oil

Bolivia:
Drilling masts
Transmission line

Brazil:
Water supply equipment

Burma:
Aerial cut-outs
Alum
Chemicals
Copper sulphate
Copper wire
Crucibles
Glass
Glass panes and mirrors
Grease manufacturing plant
Hasps and staples
Hinges
Hot rolled plate
Locks
Linesman's safety belts
Medical and surgical appliances
Milk, powdered
Mooring equipment
Needles, surgical
Nuts and bolts
Plumbago morgan
Reagents
Rolled steel sheets
Rubber belting
Screws and panel pins
Sodium sulphate
Soil testing and meteorological equipment
Sodium nitrate
Sulphur
Surgical catgut
Surgical needles
Tools, hand
Tubing
Tubing and accessories
Wire

Canada:
Radio equipment
Transformer

Ceylon:
Barium carbonate
Brake fluid
Copper strips
Launches
Leather treatment products
Platform trucks and trailers
Steel sheet
Textiles
Vibrators
Welding electrodes

Chile:
Absorbent gauze
Agricultural machinery
Blood transfusion units
Catgut
Catgut sutures and black supramid
Catheters
Diving equipment
Drain tubes
Fishing vessel and equipment
Hypodermic syringes
Measuring instruments
Meat processing equipment
Poultry raising equipment
Protective clothing
Sutures
Thermometers
Tools
Vehicles
Veterinary equipment

Cyprus:
Construction of embankment
Extension to power station
Transformers

Ecuador:
Electronic data processing equipment

El Salvador:
Valves and accessories

Ethiopia:
Telemetering instruments and apparatus

France:
Cupolas for swimming pools

Federal Republic of Germany:
Bedding articles
Steel sheet piling and accessories
Textile articles

Greece:
Belts for conveyor system
Diesel engine spare parts
Diodes, transistors and rectifiers
Line traps
Metering equipment
Revolving flashing lights
Voltage regulators

Honduras:
Circuit breakers
Electrical equipment
Gas turbine plant
Reclosers
Transformers

India:
Aluminium
Alloy steel section
Antibiotics
Boring and facing machine
Brazing machine
Briquetting press
Carbon steel forgings (shafts)
Chilled water-plant
Copper tubing
Copper wire bars
Dredgers
Dredger spare parts
Frequency convertor
Grinding machine
Head sheaves
Lathe
Measuring equipment
Pipe fittings
Pipes and plates
Pump
Pump spares
Radiation measuring and detecting instrument
Railway wheels, tyres and axles
Rolling stock wheelsets
Stamping sheets
Steel pipes
Steel plates
Steel sheet piles
Tin ingots
Tools, press
Torque converter spares
Tug
Welding appliance
Welding filler material

Indonesia:
Forklift trucks

Iran:
Telephone system
Tyres and tubes

Iraq:
Brick plant
Chemical materials and oils
Construction of water works
Electric power supply
Fishmeal
Gas sweetening unit
Jute yarn
Larchwood
Office stationery and sundries
Power supply units
Pumps
Razor blades
Steam boiler
Steel balls
Steel sheets and strips
Steel tubes for bicycle frames
Textile machines
Textile yarns
Tyres and tubes
Water treatment plant
Yarn, semi-worsted

Irish Republic:
Water supply project

Italy:
Mimeograph paper
Vehicle spare parts

Jordan:
Cheese

Kenya:
Medical supplies
X-ray films and chemicals

Kuwait:
Anaesthetics
Audio-visual aids equipment
Cleaning materials
Cloth
Exchanger tubes
Flannels
Flash drum
Foodstuffs
Foodstuffs and paper bags
Polysulfide corrosion inhibitor
Vests
Winter clothing

Jordan:
Lime
Mutton cloth

Kenya:
Boot polish
Drugs and dressings
Structural steelwork

(Continued on next page)

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

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CALLS FOR TENDER

Korea:
Engineering equipment
Printing machinery and equipment
Machine tools

Lebanon:
Telecommunication equipment

Libya:
Construction of a road

Malawi:
Hospital supplies and equipment

Malaysia:
Chain block
Electrical power apparatus
Machine tools
Outboard motors
Plant and earthmoving equipment
Pump
Quarry equipment
Road rollers
Switchgear and ancillary equipment
Workshop tools and equipment

Mexico:
Heating equipment
Insulators
Measuring, control and protection instruments
Pumps
Transformers

Morocco:
X-ray films and materials

Mozambique:
Cleaning materials
Locomotive accessories
Rubber hoses and accessories
Tricycle vans

Nepal:
Oil and lubricants

New Zealand:
Crane

Nigeria:
Construction of housing blocks
Iron, angle
Ring main units
Road re-surfacing and improvement

Pakistan:
Cables
Film printing machine
Flow meters
Hardwood logs
Glass ampoules
Hospital equipment
Laboratory equipment
Oxygen cylinders
Paper machine wires
Passenger vessel
Scientific instruments
Stirrup pumps
Surgical equipment
Taps and dies
Textile machinery
Trailer pumps
Transformer oil
Voltage regulators
Workshop equipment

Panama:
Construction of dams
Power plant and substation

Portugal:
Fire extinguishers
Office furniture and equipment
Printing equipment

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Department of Trade and Industry **Statistics and Market Intelligence Library** *at Export House, 50 Ludgate Hill, London, EC4M 7HU. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30 Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Saudi Arabia:
Airport works
Construction of abattoirs
Construction of power station
Metallic posts and lamps
Meteorology equipment
Switchboards
Wireless apparatus spare parts

Singapore:
Cables and accessories

Spain:
Construction of major breakwater pier
Snowploughs

South Africa:
Aluminium conductor
Boiler
Cable
Clamps
Coke ovens and associated equipment
Copper conductor
Hose canvas
Loaders, cabin
Oil burner
Omnibuses
Stainless steel sheets
Ventilation plant

Sudan:
Cable
Hats
Gauge tester
Lanyards
Needles
Tower ladders

Syrian Arab Republic:
Cabinets
Cable and accessories
Construction of camp
Electric station
Garage workshop machinery and tools
Gas turbines
Gauge head
Generating set
Hydrazine hydrate
Metal can production materials
Pipeline accessories
Pumps
Tobacco
Vehicles
Welding electrodes

Taiwan:
Arc furnace dust collector
Locomotives
Pneumatic tube conveyor system
Railway workshop tools
Telephone cable and jointing materials

Tanzania:
Blankets porter
Clothing
Poultry equipment

Thailand:
Cellophane paper
Cellulose wrapping
Cinnamon
Electric hoists
Laboratory equipment
Marine engines
Power unit
Radio equipment
Tow truck
Vacuum dryer

Turkey:
Scuba diving suits and equipment
Narcotics
Teak planking

UAR (Egypt):
Construction of ammonia/urea plant
Construction of sheet glass plant
Gear cutters and hobs
Pig iron
Signalling electrification of railway
Sulphuric acid plant
Telephone cabes
Tin

Upper Volta:
Cable
Telecommunication equipment and lines
Wire

Uruguay:
Bauxite
Construction of power station buildings and heat engines
Loading arms
Supply of equipment
Distillation rectification equipment

United States:
Switchboard and associated equipment
Transformers
Transmission line structure – aluminium

Yugoslavia:
Air-conditioning equipment
Bottle filling, labelling and washing machinery
Bottling machinery
Cement factory machinery
Construction and erection of telephone channels
Computers
Jewellery and fancy goods factory
Machinery
Mechanographic machines
Paper products manufacturing machinery
Plastic goods production machinery
Plasticizing machinery
Printing machine
Shoe manufacturing machinery
Textile machinery
Tobacco processing machinery
Weaving frames
Woodworking and furniture making machinery

Zambia:
Batons
Brushes
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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the January 13 issue of Trade and Industry. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii, October 7 issue* Board of Trade Journal*) or the Export Services Division, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel.* 01-248 5757*).*

OUTWARD MISSIONS

Manchester trade drive in Middle East

THE Manchester Chamber of Commerce and Industry's 1971 export drive has been launched with its strongest mission, aimed at the rich Middle East markets. Members of the mission will be in the vanguard of organizations supporting the 1971 British trade drive in Kuwait.

The 14-member mission, involving some of the country's top international companies, left Manchester recently on a two-week sales drive which will take them to the Lebanon, Iraq and Kuwait. Leader of the mission is Manchester textile merchant, Mr. Donald Straw, who led a highly successful trade mission from the city to the Middle East just over a year ago. He is the hon. treasurer of the Chamber and chairman of its Near East section.

Trade missions also planned by the Manchester Chamber this year include an ambitious attack on the lucrative Californian market, a garment section trade drive in France and Switzerland, and probable visits to the Caribbean and Central America.

The mission will be particularly strong in materials for the building and civil engineering industries and port and harbour installations, electrical equipment and power cables. Other products include textiles, educational supplies, paints, wallpaper, brake and clutch linings, chemicals, rubber goods, agricultural and food bactericides, engines and jewellery.

Success in Austria

THE results of the recent mission to Austria, under the auspices of The British Hosiery and Knitwear Group, have emphasized yet again the popularity of good quality British knitwear and hosiery in this market and above all the good response by Austrian buyers to organized selling. The mission last year received a keen welcome in the aftermath of the successful British Week, and this year benefited from the boost in consumer spending which started in the second half of 1970 and which is expected to gather strength through 1971.

The 12 firms on the mission represented a good cross-section of the industry, from high-fashion, hand-made evening-wear to socks. Many members of the mission were able to place samples with leading buyers, with good prospects of eventual large orders; in addition, orders were placed by some buyers from single stores or smaller multiples.

To date, nine of the 12 firms have reported firm business valued at £43,000, with estimated business valued at £203,000 in the autumn. Replies from the remaining three firms were still awaited as we went to press.

EXPORT TOURS

Continued success

H. REEVE ANGEL & CO. LTD., London, selling agents for W. & R. Balston Ltd., are reporting continued success in taking large shares of many overseas markets. The products are 'Whatman' filtration and chromatography materials, used in university, industrial and medical laboratories throughout the world, especially in chemistry and life-science laboratories. During the past few years, several new products have been introduced.

South American countries represent one of the most important areas for increased Whatman business during 1971/1972. Mr. H. M. Evans, general sales manager, expects turnover in South America to increase by at least 20 per cent during 1971. He recently visited consumers and distributors of the Whatman products during an extensive tour lasting five weeks, covering the seven most important markets on the South American continent.

During 1970, sales increased over 10 per cent to the United States and Canada through H. Reeve Angel & Co. Inc. of Clifton, New Jersey, a subsidiary company in the Reeve Angel Group.

In other export markets, sales increased by almost 10 per cent over the 1969 figures. A new company – Reeve Angel (France) Sarl – started operations at Rungis, Paris, in September, 1970, and is already reporting very good business, it aims to increase its sales in France by 25 per cent during 1971.

Altogether well over 70 per cent of Whatman products sold by Reeve Angel go to customers outside the United Kingdom.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which is has not been possible to identify.

BELGIUM

Fertilizers—new regulations

THE *Moniteur Belge* of January 16, published the text of new regulations governing trade in fertilizers in Belgium. These regulations, which supersede the regulations made on September 30, 1955, will enter into force on March 1.

British exporters may obtain a copy of the regulations (French text only) from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 288, 408, 7175, 423).

SPAIN

Import quota: chemical pulp

NOTICE WAS GIVEN *in the Board of Trade Journal* dated May 13, 1970 (page 1351), of a Spanish import quota for 600,000 tons of chemical pulp (tariff heading 47.01-B.1.b and 47.01-B.2.b), with a customs duty of 3 per cent, valid until December 31, 1970. The Spanish authorities have announced that the validity has been extended to April 30, 1971.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Customs tariff modifications

THE SPANISH *State Gazette* of January 25 announced the following modifications to the Spanish Customs Tariff as from February 1:

Tariff Heading	Description	Definitive duty Per cent	Transitory duty Per cent
07.05 B 1	Chick-peas	*17*	*1*
07.05 B 2	Beans	*17*	*1*
07.05 B 3	Lentils	*12*	*1*
07.06 A	Yucca roots and manioc roots	*18*	*1*
27.04	Coke and semi-coke of coal, of lignite or of peat	*19*	*1*
44.03 E	Wood in the rough, other	*15*	*2*
44.04 B	Wood roughly squared, other	*15*	*2*
44.05 E 3	Tropical wood of more than 30 mm.	*20*	*2*
44.05 E 4	Tropical wood not exceeding 30 mm.	*10*	*2*
90.19 A	Dentail, ocular and other artificial apparatus and parts:		
1	Cardiac valves	*25*	*1*
2	Other	*25*	*18·5*

The wording of the following tariff heading has been modified: 15.07 A Fluid oils (for use in foodstuffs), natural or denatured; 15.07 C Other, including drying oils and others.

Duty-free import quota: maleic anhydride

IN THE SPANISH *State Gazette* of January 25, the Spanish authorities announced a duty-free quota valid until September 30 on tariff heading 29.15 B maleic anhydride, 4,000 tons.

Inquiries from British exporters about these notices should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Customs tariff amendments

THE SPANISH *State Gazette* of January 25 announced the following additions and extensions to the Capital Goods List of the Spanish customs tariff:

Additions Tariff Heading	Description	Actual duty payable per cent	Valid until
84.15 B 2	Automatic evaporators for making ice in scales or tubes	*5*	January 16, 1972
84.22 B	Incomplete automatic hoists and winches for lifting mineral ores from pit shafts. Electrically controlled and operated with a mechanical lifting system and provision for controlling and guiding skips, on a power in excess of 1,000 kg.	*5*	January 16, 1972
84.56 B 2	Rotary crushing machines mounted on motorized chassis, of a total weight greater than 200 tons	*5*	January 16, 1972
Ex 84.59 J	Machines with two parallel rotors for mixing and homogenizing continuous thermoplastic resins	*5*	January 16, 1972

Extensions Tariff Heading	Description	Actual duty payable per cent	Valid until
84.37 A	Looms for weaving Wilton and Axminster type carpets or double cloths, weighing more than 6,000 kgs.	*5*	January 16, 1972
84.46 B 1	Automatic machines for finishing pieces of porcelain, fine earthenware and pottery, classified under sub-headings 69.09 A; 69.10; 69.11; 69.12 and 69.13; 85.25 B and 85.26 B	*5*	January 16, 1972
84.56 D	Automatic machines for the crude production of porcelain, fine earthenware and pottery classified under the sub-heading above	*5*	January 16, 1972

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

Import duty suspension

THE SPANISH *State Gazette* of January 29, announced the suspension of import customs duty until April 30 on the following goods:

Tariff Heading	Description
03.01	A. Tunny and other tunas, frozen
03.02	A. Cod
04.01	Milk and cream, fresh, not concentrated or sweetened
09.01	A. Coffee, not roasted
12.03	Seeds, fruit and spores, for sowing: B. Other: 2. Sainfoin, lucerne, ergostris, phalaris dactilo, festuccas 3. Aubergine, onion, bean, melon, water melon 4. Clover, vetch, cabbage, tomato, cauliflower, capsicum 5. Sugar-beet
18.01	A. Cocoa beans, whole or broken, raw
23.01	A. Flours and meals of meat and offals, greaves
23.01	B. Flours and meals of fish
29.23	D. 1. Glutamic acid and its salts
Ex 38.11	B. 2. Selective weedkillers, excepting chlorate and 2-4 dichlorophenoxy-acetic acid derivatives

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Imports into free ports or territories

THE SPANISH *State Gazette* of January 30, published an Order of January 12 establishing the length of time during which goods shipped to a Spanish free port or territory may remain 'in transit' without being cleared through customs (i.e. imported or re-exported) or placed in a customs warehouse. This is one year from the date of arrival. The Order came into effect on February 1, 1971, though goods shipped before January 1, 1970, have until July 31, 1971, to comply with the new regulations, and goods shipped during 1970 or January 1971 have 18 months from the date of arrival.

In principle the authorities in the free port or territory will notify consignees and give them 15 days during which to perform either of the above operations. If the consignee fails to comply with the regulations or decides to give up his rights to the goods, or should there be no consignee, the goods will be considered as having been abandoned. They will then be sold at a public auction after appropriate notices having been posted on the Customs Notice Board and printed in the *Boletin Oficial de la Provincia* (Provincial Gazette).

In the case of unconsigned goods or of consignees who have waived their rights, responsibility for the appropriate action to be taken rests with the consular authorities of the country from which the goods were shipped, or with the shipping agents (carriers).

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

GREECE

Duty on imported calves abolished

THE DUTY imposed in Greece on imported calves of the 01.02 A2a tariff heading has been suspended from January 1, 1971, until December 31, 1974, for quantities of up to 50,000 calves per annum, as long as they are imported for fattening and kept alive until they reach a weight of 400 Kg (males) and 300 Kg (females). Until the draft of the relevant legislative decree is published, duty shall be collected on consignment or by submitting a bank guarantee.

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01- 248 5757, Ext. 420 and 475).

SWEDEN

Labour dispute

THE LABOUR DISPUTE between the Swedish Academic Workers Union and the State Bargaining Board affects certain senior officers who are key men in the customs, the state railways, the meteorological service and the plant protection inspectorate.

The air freight customs at Stockholm (Arlanda), Gothenburg and Malmo airports is closed. Customs clearance of imports by air is therefore suspended. The customs are operating normally at all seaports and ferry stations.

There is partial suspension of customs clearance of parcel post at the Stockholm, Malmo and Trelleborg Post Offices.

The strike of plant protection inspectors means that imported live plants, fruit and vegetables, requiring health certificates are held up at the ports.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 458, 460, 461).

ICELAND

Global quotas for 1971

THE ICELANDIC Ministry of Commerce announced recently the following global quotas for imports into Iceland in 1971. The quotas cover imports from all free currency countries.

Tariff Heading No.	Commodity	Thousand Kronur except where stated
09.01.11	Coffee in retail packings of 2 kg. or less	4,000
20.04.00	Fruit, fruit-peel and parts of plants, preserved by sugar (drained, glace or crystallized)	4,000
59.04.01	Ground lines and fishing lines	100 tons
ex 59.04.02	Ropes, excluding grass ropes and metal twined ropes	240 tons
ex 85.01.09	Transformers	9,000
ex 94.01.09	Chairs and other seats (other than those falling within heading No. 94.02) whether or not convertible into beds and parts thereof, excluding chairs for motor vehicles	
94.03.09	Other furniture and parts thereof	
94.04.09	Mattress supports; articles of bedding or similar furnishings, fitted with springs or stuffed or internally fitted with any material or of expanded, foam or sponge rubber or expanded, foam or sponge artificial plastic material, whether or not covered (for example, mattresses, quilts, eiderdowns, cushions, pouffes and pillows)	29,000
96.01 and ex 96.02	Brooms and brushes except brushes of a kind used as parts of machines, paint rollers, squeegees (other than roller squeegees) and mops, artists' brushes and toothbrushes	3,000

British exporters should address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 458, 459 and 461).

TUNISIA

Suspension of customs duty

THE TUNISIAN *Journal Officiel* of December 11, 1970 announced the suspension of custom duties on the following item.

Tariff No.	Description
39.02	Polyane sheets with a width greater than 2 metres for use in the horticultural industry.

Inquiries from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420, 475).

Government Publications

required by customers in the North of England may be obtained quickly from

Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

TANZANIA

Import licensing regulations

GOVERNMENT NOTICE No. 20 published in the United Republic of Tanzania *Official Gazette* of January 29, amends, with effect from January 26, the Second and Fourth Schedules to the Tanzania Open General Licence, 1968, which include goods of United Kingdom origin for which specific import licences are required (published in the *Board of Trade Journal* of August 6, 1968, pages 514-515) to the following extent:

Second Schedule

BTN No.	Description of goods
(a) by inserting therein the following at their appropriate numerical position:	
42.02	Travel goods (for example, trunks, suitcases, hat boxes, travelling bags, rucksacks), shopping bags, handbags, satchels, briefcases, tobacco-pouches. Sheaths, cases, boxes (for example, for arms, musical instruments, binoulars, jewellery, bottles, collars, footwear, brushes) and similar containers, of leather or of composition leather, of vulcanized fibre, of artificial plastic sheeting, of paperboard or of textile fabric.
84.59	Machines and mechanical appliances, having individual functions, not falling within any other heading of this Chapter, reproducers; any combination of these articles.
90.08	Cinematographic cameras, projectors, sound recorders and sound reproducers any combination of these articles.
(b) by deleting items relating to BTN N0. 97.06 and substituting therefor the following:	
97.01/06 97.08	Toys, games, and sports requisites; parts thereof.

Fourth Schedule

BTN No.	Description of goods
(a) by inserting therein the following at their appropriate numerical positions:	
84.59	Machines and mechanical appliances having individual functions, not falling within any other heading of this Chapter.
90.08	Cinematographic cameras, projectors, sound recorders and sound reproduces; any combination of these articles.
(b) by deleting BTN No. 59.04 and substituting therefor the following:	
59.04	Twine, cordage, ropes and cables, plaited or not.
(c) by deleting BTN No. 97.06 and substituting therefor the following:	
97.01/06 97.08	Toys, games and sports requisites; parts thereof.

Applications to import the goods shown in the Second Schedule should be submitted to the State Trading Corporation, PO Box 883, Dar es Salaam and not direct to the office of the Import Controller.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

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SENEGAL

General suspension of customs duty on cigarettes

FURTHER TO the notice in the *Board of Trade Journal* dated May 6, 1970, concerning the suspension in Senegal of customs duties on cigarettes for a temporary six months trial period, it has been reported that the suspension is to be continued.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

JORDAN

Amendments to customs tariff

IT WAS ANNOUNCED on December 10, 1970, that the Jordanian duty on the undermentioned goods would be raised immediately to 10 per cent *ad valorem*:

(a) dead poultry and edible offals (except liver), fresh, chilled or frozen

(b) sweetened forage, balanced animal feed preparations and condiments used to develop the growth of animals and egg laying, when imported by concerns not owning feed factories.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

IRAN

Import deposit on washing machines

THE IRANIAN AUTHORITIES have announced that the registration of orders for the import of washing machines and their detachable parts (with the exception of dry cleaning machines and their parts) is permissible through opening documentary credits and by payment of deposit for registration of orders at the rate of 30 Rials per dollar. It should be noted that this deposit is in addition to the 4 per cent registration of order fee.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

MAURITIUS

Import control

THE DEPARTMENT of Trade and Industry has received a copy of Mauritius Government Notice No. 66 of 1970. The effect of this notice is to make it necessary for importers of the following goods to obtain an import licence to import them into Mauritius from, *inter alia*, the United Kingdom.

The good are:

Brassieres (cotton and silk)

Nylon socks.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

SEYCHELLES

Customs tariff amendment

THE DEPARTMENT of Trade and Industry has received a copy of the Seychelles Customs Tariff (Amendment) (No. 2) Regulations, 1970.

These regulations amend with effect from July 21, 1970, the Customs Tariff (Amendment) (No. 2) Regulations, 1968 (published in the *Board of Trade Journal* of April 5, 1968, pages 1126-1130) to the following extent:

Schedule A – rates of duty

By the deletion therefrom of item 58 and the substitution therefor of the following:

Description of goods	Duty how chargeable	Rates of Duty	
		General	Preferential
		Rs. Cts.	Rs. Cts.
58. Tea	Per kilo	1 50	1 50

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

THAILAND

Import regulations

UNDER a new regulation promulgated by the Government of Thailand and effective from December 13, 1970, certain minerals may now be imported into Thailand without the requirement of a permit from the Ministry of Economic Affairs.

The materials so exempted are wolfram (tungsten), tin ore and tin metal.

Inquiries from British exporters about this notice should be made to the Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401).

SOUTH KOREA

Prohibited import of automobiles and parts

THE KOREAN Ministry of Commerce and Industry has announced regulations governing the import of automobiles and parts into Korea.

A wide variety of items are banned entirely from import but provision exists for the Korean Government exceptionally to approve the import of prohibited items provided that certain conditions are met.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 and 420).

Regulations governing the import of restricted items

THE KOREAN Ministry of Commerce and Industry has announced regulations governing the import of a wide variety of items. The announcement includes mention of those provisions under which restricted items may exceptionally be imported.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 and 420).

JAMAICA

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Metal sinks excluding metal kitchen sinks.

'Approved manufacturers' of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery etc, and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

PERU

Ban lifted on imports of iron or steel handles

PERUVIAN SUPREME DECREE No. 278-70-EF of December 30, 1970 lifts the prohibition on imports of iron or steel (other than stainless steel) handles for kitchen or table use (tariff No. 73.38.2.04).

British exporters should address any inquiries they may have to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476, 7312).

Ban lifted on imports of steel screws for shoe heels

PERUVIAN SUPREME DECREE No. 277-70-EF of December 30, 1970 lifts the prohibition on imports of iron or steel screws for shoe heels (tariff No. 73.32.1.04).

British exporters should address any inquiries they may have about this notice to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476, 7312).

DOMINICAN REPUBLIC

Consumption tax on imported goods

HM EMBASSY in Santo Domingo report that the Law No. 76 of December 29, 1970 which extends for another year, from January 1, 1971, the provisions of Law 234 of December 23, 1967, i.e. the consumption tax of 20 per cent *ad valorem* which is levied on most imported goods will continue to be imposed.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7312).

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.

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MEXICO

Import licensing amendments

IMPORT INTO Mexico of the following goods has been made subject to licence until the dates indicated:

Tariff No.	Description
Until July 15	
84.43 D 001	Pneumatic mechanical moulding machines, including those with a pressure cleaning system
84.56 E 001	Machines or apparatus for making or hardening foundry moulds of sand
Until January 15, 1972	
84.17 C 999	Others
84.30 A 999	Others
Until January 20, 1972	
87.06 B 073	Recognizable as exclusively for use with hydraulic shock absorbers
Until January 22, 1972	
28.28 B 014	Molybdic anhydride
70.09 A 002	With frame
96.02 A 001	Brushes with handles except those mentioned in 96.02 A 002 and 96.02 A 003
98.12 A 001	Combs, hairslides and the like

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476 and 7512).

UNITED STATES

Lead-based paint poisoning prevention Act

UNITED STATES Public Law 91-695, which became effective on January 13, provides for federal financial assistance to eliminate poisoning from lead-based paint (paint containing more than 1 per cent of lead), and establish a research programme on this problem and methods for lead-based paint removal. The Act enables the Secretary of Health, Education and Welfare to prohibit the use of lead-based paint in residential structures.

British exporters may obtain further information about this notice from Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455, 456, 457).

Motor vehicle safety standard

Standard 206 – door locks and door retention components

THE UNITED STATES National Highway Traffic Safety Administration proposes to amend Standard 206 to provide for its application to all side doors leading to passenger compartments with proposed effective date January 1, 1972.

Interested persons may submit written comments to the Safety Administration not later than April 5 (Reference FR 3.2.71).

British exporters may obtain further details about these notices from Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Regulation of fuel additives

THE UNITED STATES environmental Protection Agency is considering proposing controls on the use of alkyl lead in motor vehicle gasolines. This notice of advanced rule-making proposes that by July 1974 lead-free gasoline of octane quality suitable for 1975 and subsequent model light year duty vehicles will be generally available (Reference 30.1.71).

CANADA

Customs tariff change

THE CANADIAN GOVERNMENT have issued Orders in Council PC 1971-76 and PC 1971-77 dated January 19, 1971, making the following changes in the Customs Tariff:

Tariff item	Description	British Preferential rate	Most-Favoured-Nation rate
42855-1	Diesel engines and gasoline internal combustion engines with a displacement of more than 400 cubic inches, for use in the manufacture of airport sweepers (Expires January 31, 1972)	Free	Free (previously 7½%)

Items retained for further periods

18745-1	19245-1	19830-1	20215-1
23810-1	26715-1	29660-1	31225-1
32666-1		32669-1	34730-1
34735-1	34835-1	34845-1	34903-1
35250-1	38015-1	38220-1	38230-1
41024-1	41508-1	42768-1	42865-1
42870-1	43235-1	43240-1	43857-1
43859-1	43872-1	43877-1	43879-1
43888-1	43889-1	43897-1	43899-1
44551-1	44553-1	44646-1	50905-1
52210-1	56117-1	56135-1	56150-1
56237-1	86100-1	93404-4	93819-15
93901-45	93901-46	93901-76	92944-3

British exporters requiring further information should contact Tariff Section, Export Data Branch, Department of Trade and Industry, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757, Ext. 455/456/457).

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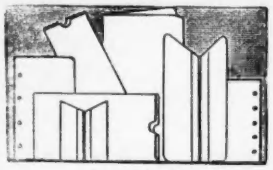

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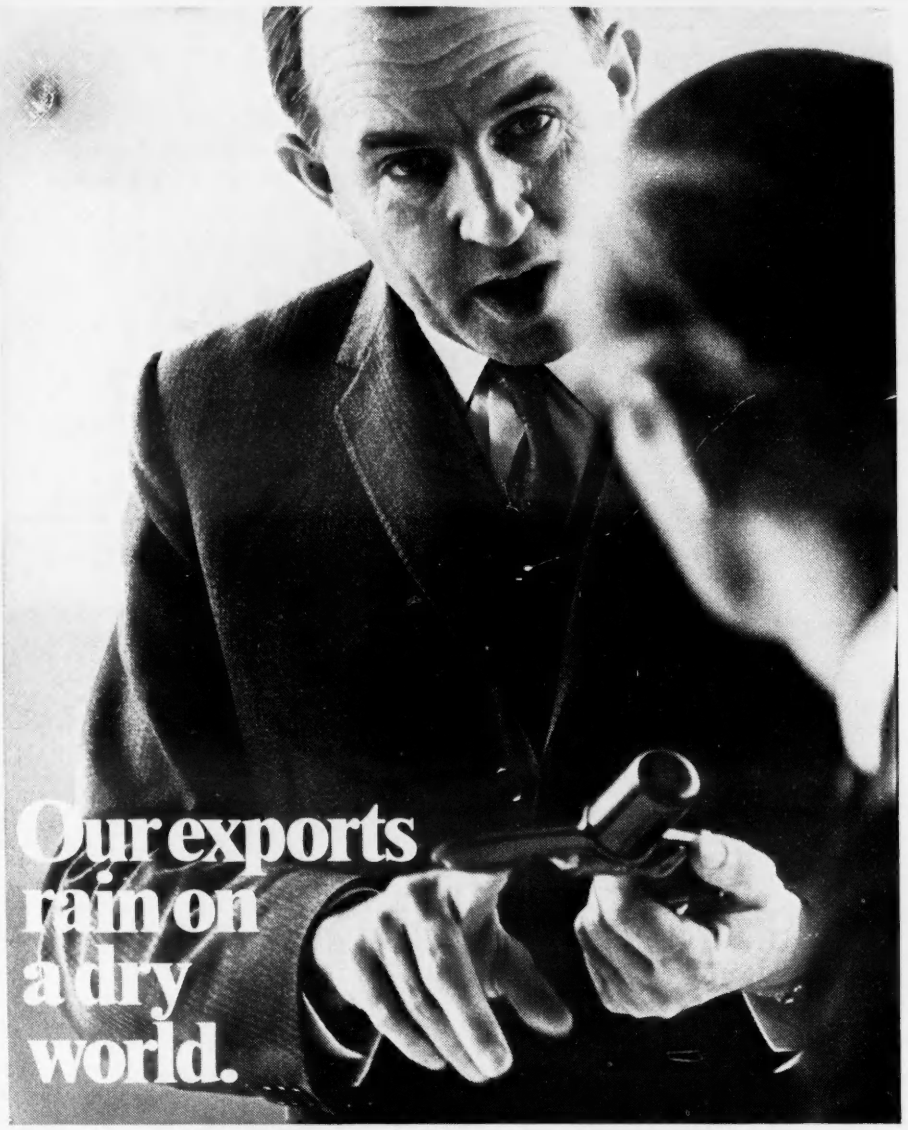

It's surprising that a firm from these damp islands should be a world leader in irrigation systems. To find out why, we went to Hampshire to talk to Mr W.T.A.R. (above left), chairman and managing Director of a company which is aiming to sell £4½ million-worth of irrigation equipment this year – over 90% of it in countries overseas.

Interviewer: How did you first get into irrigation?

W.T.A.R: Our founder started in 1953 at the farm we had down the road, making sprinklers for our own use. This New Forest soil does need watering, and the equipment available at that time wasn't much good. We developed our own range of equipment and began selling to other farmers, and since then we've never stopped expanding.

When did exporting come into the picture?

W.T.A.R: Almost straight away, in 1954. We saw the potential overseas, and were soon operating in Africa, carving out the bush and turning it into sugar cane.

You do more than just make and ship the equipment?

W.T.A.R: We plan the system, make it, and organise its installation. Our first really big contract was in Mozambique for sugar. We planned the complete project which included building canals, and made and installed all the equipment – pumps, pipes, sprinkler heads, couplings. These are our turnkey projects. All the customer has to do is switch on, and with a bit of luck it works. We've helped improve coffee yields in Kenya, reclaimed the desert in Tunisia and started sugar growing where none grew before in Malawi.

Have you gone beyond Africa now?

W.T.A.R: All over the world. Our biggest outlets so far have been for general crops in the Caribbean. One project alone called for 825 pumps and 1,700 miles of tube. But apart from the turnkey jobs we have a big general trade – smaller orders for individual farmers. Our best markets for these are in Northern Europe: Holland, Denmark, Finland, Sweden and we've subsidiary companies in France, Spain and South Africa.

Very impressive build-up: has ECGD helped you do it?

W.T.A.R: We couldn't operate overseas without ECGD. We'd have a job to finance turnkey projects through the banks without ECGD long-term financial guarantees. Then there are political risks in some markets: ECGD cover us against not getting paid because of upheavals we couldn't anticipate. And the cover against default is very important to us. If ECGD will give cover, you're on a safe bet. If ECGD argue, you need to have another look at what you're doing.

All in all, you've done very well?

W.T.A.R: We were up to £1 million in 1965. We should do £4½ million in 1970.

And by 1975?

W.T.A.R: We shall keep on expanding.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks – and can also help you to reduce the cost of export finance. They can cut your risks – and leave you free to get on with the job of export selling. Contact your local ECGD Manager this week.

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